





## Weinberger Discloses U.S. Navy Has Bought Israeli Drone Aircraft

By Richard Halloran

New York Times Service

WASHINGTON — Secretary of Defense Caspar W. Weinberger has disclosed that the navy has bought small, remote-controlled pilotless aircraft from Israel.

He also disclosed Wednesday that the U.S. military had accepted Israeli offers of medical assistance in at least two cases. One involved an injured marine guard in Tel Aviv, the other the pregnant wife of an air force sergeant in Turkey.

In a news conference with the American Jewish Press Association, Mr. Weinberger commended instances of U.S. military cooperation with Israel as he continued an effort of recent months to demonstrate that he does not hold anti-Israeli views. The defense secretary has been attacked by Jewish groups here and by senior Israeli officials in Jerusalem for fostering what they consider to be pro-Arab and anti-Israeli military policies.

In his opening remarks, Mr. Weinberger said he had been impressed with the pilotless planes, or drones, when the Israeli armed forces demonstrated their uses while he was visiting Israel after the war in Lebanon. He said the Israelis had shown him videotapes of pictures taken from the drone the day before in Beirut — of him, Mr. Weinberger said he had been "impressed" by what he called a "fascinating little gadget."

The defense secretary then said the navy had bought some and was looking for ways to utilize them. A navy spokesman acknowledged that the purchase had been made but said the numbers of drones bought, the cost and whether they were for experimental or operational use was classified information.

The navy spokesman also declined to say why the navy had bought Israeli drones when both the navy and air force have drone development programs and 10

American companies make them. The U.S. military services, unlike the Israelis, have not incorporated them into the operational forces. Several versions are used, however, as targets for gunnery training. Israel makes two remotely piloted vehicles, the Scout and the Mastiff. The Scout has a range of 60 miles (97 kilometers). It is used to spot missile sites, collect battlefield intelligence, identify targets and relay information to artillery positions, and assess battle damage. The Mastiff has a range of 125 miles. It can be equipped with television or still cameras, electronic sensors or jamming devices and lasers.

After two U.S. Navy planes were shot down and a third damaged in a raid on Syrian missiles in Lebanon last December, critics asked why the navy had not used drones to seek data on Syrian defenses. The purchase from Israel was apparently made after that.

After the suicide truck-bomb attack on U.S. Marine headquarters



Caspar W. Weinberger

in Beirut last October, Israel offered to treat the wounded. The offer was declined because the wounded were already being flown to U.S. military hospitals in West Germany.

Jewish-American groups criticized the rejection as evidence of Mr. Weinberger's antipathy toward Israel. He denied such feelings again Wednesday and disclosed the two instances in which U.S. military people had been treated in Israel.

## Israel Charges Officers in Attacks on Arab Mayors

By David K. Shipler

New York Times Service

JERUSALEM — Criminal charges were brought Thursday against two Israeli Army officers in the West Bank military government in connection with the bombing attacks on three Arab mayors in 1980.

One officer allegedly provided Jewish terrorists with intelligence information about the mayors; the other was accused of knowing the location of one of the bombs, but standing by and watching as an Israeli Druze demolitions expert approached the spot and was blinded by the explosion.

Two of the mayors were crippled in the attacks.

On Wednesday, 15 Jewish settlers from the West Bank and the Golan Heights were indicted for the assaults, and 10 others were charged with several other acts of terrorism against Arabs, including a submachine-gun and grenade attack last summer on the Islamic College in Hebron, in which three Arabs were killed and 33 wounded.

The police Thursday arrested a prominent rabbi, Eliezer Waldman, who heads a yeshiva at the West Bank settlement of Kiryat Arba and is running as a candidate for the Knesset, Israel's parliament, on the slate of the rightist Tehiya Party. Another leading rabbi, Moshe Levinger, was released Thursday without being charged

## Afghan Envoy Defects to Pakistan, Attacks Soviet Policy of 'Genocide'

The Associated Press

ISLAMABAD, Pakistan — Abdul Majid Mangal, a former Afghan chargé d'affaires in Moscow, has defected to Pakistan and condemned the Russians for carrying on a policy of destruction of his country and what he called the "genocide of my countrymen."

Mr. Mangal, who crossed into Pakistan on Wednesday with members of his family, said he had abandoned his Foreign Ministry post "as a protest against the occupation of Afghanistan by the Soviet Union, the destruction of my country by the occupation forces, and the genocide of my countrymen by the Soviet troops."

He said he had been in contact with Islamic rebel groups in Afghanistan and was able to seek refuge in Pakistan with their help.

Mr. Mangal, a diplomat for 17 years, including eight years at the United Nations, said, "The foreign policy of my country is totally subservient to Moscow's will."

After three years as chargé d'affaires in Moscow, Mr. Mangal returned to Kabul six months ago

and took a post in the Foreign Ministry.

He was in a three-man delegation that concluded a security agreement with the Soviet Union on Dec. 5, 1978. The Kremlin cites the accord to justify its military intervention in Afghanistan in December 1979.

In London, the Afghan Press, representing the Moslem rebels fighting Soviet troops in Afghanistan, reported that a rebel commander had been killed defending his headquarters in the northeastern province of Takhar against Soviet air attack May 19.

A British study recently issued in London said the Soviet offensive could cause widespread famine in Afghanistan and that two out of three Afghan children examined by researchers were starving or malnourished.

The government-financed study urged the United Nations to ship in food via insurgents.

The study was supervised by an anthropologist, Frances D'Souza of London University's School of Hygiene and Tropical Medicine. She did not go to Afghanistan her-

self, she said, but directed researchers who entered the country last year without the knowledge of the government in Kabul. Most of the researchers were university graduates, including refugees and others working with guerrilla groups in Afghanistan.

"The threat of widespread famine is very, very serious, and recent unprecedented offensives by the Soviets mean the situation has almost certainly got worse within the past six weeks," she said.

She said production of cotton, the major cash crop, had dropped by 70 percent and rice production by nearly 75 percent.

The report said food prices had risen sharply since the Soviet intervention. It found "severe malnutrition" in two provinces, mountainous Badkhashan on the northeast border with China and adjoining Parwan.

In another report, issued in London on Wednesday, Jane's Defense Weekly said Soviet planes were dropping "liquid fire" bombs on Afghan rebels and were using bombs that detonate in the air, releasing a chemical cloud over that kills anyone within a quarter-mile (400-meters) radius.

The magazine said Soviet troops had been using the weapons since last summer in eastern Afghanistan in a major battlefield testing program.

The report, by Yossef Bodansky, identified by Jane's as a consultant to the U.S. Defense and State departments, said the "liquid fire" bombs showered a "thick substance on the ground that could burst into flames months later when stepped on."

## Israeli Jets Again Strike Into Lebanon

Compiled by Our Staff From Dispatches

BEIRUT — Israeli planes bombed suspected Palestinian bases in Syrian-controlled eastern Lebanon on Thursday.

The attack, the second Israeli air strike in the area in five days, reportedly inflicted heavy casualties.

In another development, Prime Minister Rashid Karami met with the ambassadors of the United States, Britain and the Soviet Union to seek their help in ending what he has described as Israeli human rights violations in south Lebanon.

Mr. Karami said Wednesday that he planned to ask international human rights organizations and the five permanent members of the United Nations Security Council to look into what he called Israel's "irregular and inhuman practices" in occupied Lebanese territory.

The Israeli military command in Tel Aviv said its pilots reported "accurate hits" on targets at Bar Elias in the Bekaa Valley east of Beirut.

The command said the town served as headquarters for several guerrilla groups.

Rightist Christian Phalangist radio said the Israeli jets attacked positions of the Democratic Front for the Liberation of Palestine and inflicted heavy casualties. It said Syrian Army troops sealed off the area, which is 4 miles (6.5 kilometers) north of the Israeli front line in Lebanon and 28 miles west of Damascus.

The attack was the second Israeli air strike in the area in five days. Israeli jets hit an Islamic fundamentalist training camp two miles from the Syrian border Sunday, killing a farmer and wounding four other people.

Earlier, Ambassador Alexander A. Solodov of the Soviet Union said his country "strongly denounces the inhuman measures imposed by the Israeli forces" in southern Lebanon and "deems it necessary that the Israelis withdraw without any preconditions."

Mr. Solodov and the U.S. and British ambassadors were summoned for separate meetings by Prime Minister Karami, who appealed for their help in ending the Israeli occupation of the south.

"I have found a mutual understanding with each one of them," Mr. Karami said. "I hope for humanity's sake that each one of them, and the world, will put to an end what is happening in the south."

(UPI, Reuters)

## Hindu Wrath Vanquishes a Moslem Enclave

(Continued from Page 1)

been the livelihood of Mr. Ansari and many workers in this town of 250,000 people lay in ruins. On the ground outside the factory were sandals of some of the slain people.

"I never thought that his could happen," Mr. Ansari said as he looked around. "The last time I protected my Hindu neighbor, and I never thought this would happen."

The last time was in 1970, when Bhiwandi, whose population is mainly Moslem, went through similar violence.

Then, last week, Moslems raised the green flag of Islam over their

homes in a symbolic battle with the followers of the Hindu Maratha activist organization, the Shiv Sena, who had raised their own saffron flag. Soon stones and bottles were being thrown, and then the killing and burning began.

Other residents say that as Bhiwandi has prospered, a vital part of India's rapidly industrializing economy, it has attracted criminals driven out of other states, who live in the sprawling shantytowns on the outskirts of town. They, together with unemployed youths, are being blamed for much of the killing and burning.

All Mr. Ansari knows is that

many people attacked his home and that most of them were young. He said he knew many of them personally, although he insisted he knew none who bore personal animosity toward him.

On the morning of the killing, he said, about 50 Moslem families, fearful of being attacked in their homes nearby, sought refuge in the Ansari factory and bungalow compound just outside town. The women and children joined the Ansaris in the house. The men remained outside.

Mr. Ansari said he tried unsuccessfully to get the police to provide protection for the compound, since it constituted an isolated Moslem island in a predominantly Hindu area.

When the Hindus attacked, they cut down the 27 men and then systematically destroyed the factory with firebombs, according to Mr. Ansari. "Every 10 minutes a jeep would bring some kerosene," he said.

It was soon after the assailants had set fire to the wooden window frames and doors of his concrete bungalow that the police arrived.

A few of the attackers were arrested, but most escaped and are presumably in hiding.

"They are misguided," Mr. Ansari said of the attackers who destroyed his livelihood and made his home ground a slaughterhouse. "I don't have the heart to stay in Bhiwandi any longer."

## WORLD BRIEFS

### Talks Held on German Steel Strike

BONN (Combined Dispatches) — West German union leaders and employers held their first talks Thursday on the widespread industrial disruption caused by the campaign for a 35-hour workweek.

The talks were adjourned later without an agreement but the two sides said they would meet again Friday, a union spokesman said. There was no sign that either side had altered its position. The meeting of industry officials and leaders of IG Metall, the metalworkers' union, was held near Stuttgart, where the strikes began May 14.

Striking printers kept at least six West German daily newspapers from appearing Thursday. The printers are also demanding a 35-hour week. (Reuters, AP, UPI)

### Denmark Expelling 2 Soviet Envoys

COPENHAGEN (Reuters) — Denmark said Thursday it was expelling two Soviet diplomats for alleged industrial espionage.

The Foreign Ministry said the Russians, who were told to leave Denmark within two weeks, worked in the commercial section of the Soviet Embassy in Copenhagen. They were accused of taking part in espionage activities in Denmark. The ministry would not disclose their names or any further details.

### N. Korean Tunnels Reported in DMZ

SEOUL (UPI) — Communist forces in North Korea are digging tunnels under the Demilitarized Zone in preparation for an invasion of South Korea, the U.S. military commander in Seoul said Thursday.

"We would like back to try to find them," said General Robert W. Semmes. He said more than 500 U.S. and South Korean troops were searching for North Korean tunnels along the 155-mile (250-kilometer) border.

North Korea has reportedly dug about a dozen tunnels under the two-and-a-half-mile-wide Demilitarized Zone for military purposes. Three tunnels have so far been found. One tunnel, located 150 feet (45 meters) underground, was found near the town of Panmunjom in 1977 and was big enough to enable a fully armed regiment to pass through it in an hour, according to South Korean military officials.

### House Votes to Raise Debt Ceiling

WASHINGTON (AP) — The House of Representatives reversed an earlier vote Thursday and narrowly approved an increase in the government's debt ceiling, now at \$1.49 trillion. The vote followed a warning by the White House that the government might not be able to meet all its obligations unless Congress acted later Thursday.

A Senate vote was expected later Thursday. With almost no debate, the Democratic-controlled House voted 211-198 to raise the debt limit, the government's authority to borrow money. Sixty-nine Republicans voted to support a plan by the administration of President Ronald Reagan to raise the borrowing authority.

"Now that we have done the spending, we have to do the borrowing to pay for it," Representative Bill French, Republican of Minnesota, said before the vote.

### British Coal Board, Miners to Talk

LONDON (Reuters) — British miners and the state-owned National Coal Board said Thursday night they had agreed to hold talks in an effort to end an 11-week strike.

The miners' leader, Arthur Scargill, and the head of the coal board, Ian MacGregor, both made optimistic comments. Mr. Scargill said he accepted an offer of negotiations by the coal board and described the board's move as the first major step toward finding a solution to the strike. The coal board plans to close about 20 mines and cut 20,000 jobs.

### Reagan Praises Casey at Ceremony

WASHINGTON (UPI) — President Ronald Reagan praised William J. Casey, the CIA director, Thursday in an appearance with Casey a day after a House subcommittee report implicated the CIA chief in obtaining President Jimmy Carter's briefing papers during the 1980 presidential campaign.

Mr. Casey would not answer reporters' questions but said he would have a statement later in the day.

During an outdoor ceremony at the CIA's headquarters in Langley, Virginia, Mr. Reagan praised the agency's personnel. "Your work and the work of your director and other officials has been an inspiration to your fellow Americans and to people everywhere," Mr. Reagan said. The ceremony was to mark the beginning of construction to house new computers for intelligence gathering.

### Moscow Ready for Some Arms Talks

WASHINGTON (AP) — A Soviet diplomat said Thursday his government was prepared to negotiate a ban on chemical weapons and other arms-control measures with the United States, but would not allow bargaining to be used as a "smoke screen" for new U.S. missiles in Western Europe.

Vladimir Shustov, deputy Soviet delegate to the United Nations, said Moscow's cool reaction to a U.S. proposal for a ban on chemical weapons should not be taken as final. He appeared at a conference on the UN sponsored by the Brookings Institution, a private research group.

Mr. Shustov said his government was ready to pursue negotiations on chemical arms as well as to curb weapons in space and to extend current limits on nuclear weapons tests. But he ruled out a return to the suspended negotiations in Geneva on U.S. and Soviet nuclear missiles in Europe.

### For the Record

A former spokesman for the Charter '77 group, Ladislav Lis, 58, has been sentenced in Prague to three months imprisonment, a London monitoring group reported Thursday. He was released from prison in March after serving a 14-month sentence for his activities with the dissident group but was found guilty of infringing the terms of a court order that required him to report to Prague police daily. (AP)

President Kim Il Sung of Korea, visiting Moscow Thursday, with President Konstantin U. Chernenko of the Soviet Union blamed U.S. foreign policy for continued tensions on the Korean Peninsula. Tass reported.

South Africa and Angola freed a total of 32 prisoners in a two-day exchange, the International Committee of the Red Cross said in Geneva on Wednesday. The exchange is part of a cease-fire signed between Pretoria and Luanda three months ago. (UPI)

The Democratic Congressional Campaign Committee's offices were ransacked Wednesday and records and campaign materials were stolen, Washington police said. The burglary occurred between early in the morning at the committee's offices four blocks from the Capitol. Investigators believe a key was used, a police spokesman said. (LAT)

An explosion at a \$12-million underground water plant in Preston, north England, on Wednesday left at least 9 persons dead and 35 injured, officials said. The computer-controlled facility opened in 1980. (UPI)

**Congratulations to Ariane space for its launch**

**aerospatiale**

75891 Paris Cedex 15 France

**Prime contractor of the Ariane program**

**UNIVERSITY DEGREE**

For Life, Adventure & World Experience  
You may qualify for  
BACHELOR'S MASTER'S OR DOCTORATE  
Send detailed resume  
for a free evaluation  
PACIFIC WESTERN UNIVERSITY  
6020 Westview Blvd. (off Hwy 94) Emeryville, CA 94608 U.S.A.

**HARRY'S N.Y. BAR**

Est. 1911

5 Rue Daumesnil, PARIS  
Just off the taxi driver  
"back road drive" road  
or Folkestone St. 9, Munich



Republican D  
Executive Office

Find's Rea

Shut. Kills V

S. Deane C

**CARAV**

**AT**



## Fund-Raisers Providing Big Republican Donors An Attentive Official Ear

By Thomas B. Edsall and Helen Dewar

Washington Post Service

WASHINGTON — Officials of Republican fund-raising committees have revealed that they have a system for interceding with the federal government on behalf of major campaign contributors.

This includes special "caseworkers" to expedite regulatory problems and direct access to high-ranking presidential appointees. Senator Richard G. Lugar, an Indiana Republican who is chairman of the National Republican Senatorial Committee, a fund-raising group, said Wednesday that the panel has a staff of 24 caseworkers who "sit by the phone" waiting to take on governmental problems of big donors. The group raised \$48.9 million in 1981-82.

William Greener 3d, spokesman for the Republican National Committee, said the committee acts as a liaison between contributors and high-ranking political appointees in the government, including assistant secretaries in major cabinet departments.

At a breakfast session with reporters, Senator Lugar at first indicated that group's service was meant primarily for members of the "inner circle," contributors of \$1,000 or more, but then said it was available to all donors.

He said the caseworkers would call such agencies as the Occupational Safety and Health Administration. But, he contended, the

caseworkers do not seek special benefits for donors, such as exceptions to U.S. regulations.

"There is no way we can guarantee that we can get [the government] off their backs," he said. The services provided to donors are "not anything beyond what ought to happen."

His comments were criticized by the executive director of the Democratic Senatorial Campaign Committee, Brian Atwood, who said the Republicans are "telling something that ought to be provided free of charge by Republican senators — constituent service."

Mitchell E. Daniels Jr., executive director of the Republican senatorial panel, sought to play down any special services provided to donors. He said that the caseworkers refer almost all problems to contributors' home-state senators or representatives, rather than contacting U.S. agencies.

He contended that only rarely does a committee staff member contact an official of the executive branch, including regulatory agencies. This happened "about once a month," he said, adding that he could not recall details.

He said that the staff members' main responsibility is to maintain and update computer lists of donors and that relatively little of their time is spent handling matters raised by contributors.

"We really don't" provide special services, "except an occasional tour of the Capitol," he said.



Richard G. Lugar

Mr. Greener said the Republican National Committee maintains a small staff of two to four "Eagle representatives" who take care of members of the "Eagles Club," those who contribute \$10,000 or more a year, and that other staff members occasionally perform services for contributors, although none is assigned to do so full time.

He emphasized that donors get no special treatment, although he acknowledged that direct access to an assistant secretary of the energy or Treasury departments, for example, is not available to most taxpayers. He said that most requests from donors is for information.

Over the past decade, the Republican Party has been better at fundraising than the Democrats. In the 1981-82 election cycle, the Republicans raised \$180.4 million, compared with \$28.5 million by the Democrats.

## New Jersey Becomes Key Primary For Mondale and Hart Campaigns

By Howell Raines

New York Times Service

ELIZABETH, N.J. — The intense campaigning in New Jersey this week by Walter F. Mondale and Senator Gary Hart emphasized the unaccustomed importance both candidates attach to a primary that, in other recent Democratic presidential campaigns, has served as a postscript to the nomination battle.

But New Jersey is important to the candidates for different reasons, according to officials of the two campaigns. These differences arise from the contrasting plans adopted by the Mondale and Hart organizations for the final round of primaries on June 5 in New Jersey, California, West Virginia, New Mexico and South Dakota.

In Mr. Mondale's survival strategy, New Jersey is absolutely central. His advisers are laying the groundwork for a major effort in California, too, if the polls continue to look good there, but their approach has one overriding principle: No resources are to be diverted to California or any other state if doing so would jeopardize the New Jersey campaign.

For Mr. Hart, New Jersey's importance is that it could serve as a breakthrough state. But the Colorado senator must first secure the California victory that is expected of him if success in New Jersey is to generate the energy to drive his campaign.

In one sense, Mr. Hart finds himself in a political box. He could reasonably argue that simply winning New Jersey should not be

enough to seal the nomination for Mr. Mondale. But Mr. Hart can hardly afford to denigrate a state where he is hoping to stage an upset.

Mr. Mondale's polls are said to show him ahead by 10 to 12 percentage points in New Jersey, while

### NEWS ANALYSIS

Mr. Hart's polls show a somewhat tighter race. The poll standings in the last few days before the primaries will play a major role in determining the effort Mr. Mondale makes in California.

"If we're down by three points in New Jersey, we're pouring everything into New Jersey," said a Mondale adviser. "But if we should be up by 15 points, we would go for a double-win strategy and pull our media down in New Jersey and pour resources into California."

In addition to figuring prominently in the battle over delegates and momentum, the New Jersey campaign has also cast light on the overall approach Mr. Mondale is taking to salvage a nomination that once seemed in the bag.

On the level of public performance, it involves a revival of the former vice president's "fighting Fritz" persona. In New Jersey on Monday and Tuesday, his aggressive predictions of victory appeared designed to dispel the atmosphere of gloom and fatigue that settled over the candidate and his campaign after he lost the Ohio and Indiana primaries May 6.

In regard to the substance of the campaign, Mr. Mondale and his

senior aides have decided to emphasize the theme that his candidacy represents a safer alternative for the nation and the Democratic Party on a variety of levels. They believe this approach will work against Mr. Hart in the last round of primaries and also provide a model for the general election attack on President Ronald Reagan.

In regard to both men, Mr. Mondale's approach was described as "dramatizing the risk" that they represent in contrast to Mr. Mondale's more stable, albeit less exciting, styles of politics and governance.

Mr. Mondale himself was described as an originator of the idea of attacking Mr. Hart this week as soft on two key issues in New Jersey. The theme has been that Mr. Hart was equivocal in his advocacy of the nuclear freeze and an unreliable supporter of the legislation to authorize federal expenditures for cleaning up toxic waste sites.

The Mondale campaign hopes to announce a series of small gains in delegates by June 5. The goal is to create, once again, the impression of inevitability and to send the former vice president into the June 5 primaries with about 1,750 of the 1,967 delegates needed for nomination.

This dictates a fairly simple task for Mr. Hart. "The goal is to keep Mondale down below 1,750 if possible and deny him everything except West Virginia on June 5," a Hart adviser said.

James F. Maloney, the New Jersey Democratic chairman, who is also the chairman of the Hart campaign in New Jersey, insists that Mr. Hart has a good chance of denying this state to Mr. Mondale. For one thing, Mr. Maloney said, a heavy vote for the Rev. Jesse L. Jackson in the urban centers would benefit Mr. Hart by depressing the Mondale total.

### 16 Killed in Turkish Crash

The Associated Press

ANKARA — An oil truck rammed into a passenger bus and a truck in central Turkey on Thursday, killing 16 persons, the semi-official Anatolian News Agency reported Thursday. The dispatch said that six persons were injured in the accident.

## Survey Finds Reagan Would Beat Either Mondale or Hart

By Barry Sussman

Washington Post Service

WASHINGTON — President Ronald Reagan would beat either Walter F. Mondale or Senator Gary Hart, if the presidential election were held now, according to a Washington Post-ABC News public opinion poll.

One main reason appears to be a high degree of respect for Mr. Reagan's leadership ability and the doubts many have about both Democrats in that regard.

The poll shows Mr. Reagan leading Mr. Mondale by 51 percent to 43 percent and Senator Hart by 49 percent to 45 percent among registered voters. Mr. Reagan holds a much wider lead, 66 percent to 25 percent, over the third Democratic

candidate, the Rev. Jesse L. Jackson.

The survey, in which 1,511 people were interviewed May 16-22, also found:

• Mr. Mondale and Senator Hart are narrowly ahead of Mr. Reagan among women, but trail him by substantial margins among men.

• The public is evenly divided on whether Mr. Mondale sides more with the average citizen or, as his opponents have charged, with special interests. Senator Hart, on the other hand, is seen by a 2-to-1 ratio as siding more with the average citizen. Mr. Reagan, also by 2-to-1, is seen as siding more with special interests.

• Despite those findings and Senator Hart's recent primary suc-

cesses, Democrats say they prefer Mr. Mondale over Senator Hart as their nominee by 3-to-2.

• Most of those polled said it would be a good idea for the Democrats to select a woman as their vice presidential candidate, but almost 40 percent — including one-third of the Democrats — said that it would be a bad idea.

Among the sharpest findings in the survey are distinctions the public makes among Mr. Reagan, Mr. Mondale and Senator Hart in leadership ability. Among registered voters, 73 percent said Mr. Reagan had strong leadership qualities and 25 percent said he lacked them.

In contrast, those polled were divided over the leadership abilities of Mr. Mondale and Mr. Hart. Fifty percent said Mr. Mondale had strong leadership qualities, and 42 percent said he did not. Mr. Hart was rated as a strong leader by 49 percent, while 37 percent disagreed.

The result seems to be that some people who object to specific Reagan policies nevertheless would support his re-election, at least at this stage, rather than back Democrats whom they regard as ineffective.

That is especially true among independents, the key swing group.

### Hart, in New Jersey, Predicts He'll 'Do Well'

The Associated Press

CHERRY HILL, N.J. — Senator Gary Hart of Colorado predicted "we will do well" in New Jersey as he began two days of campaigning in the state. His two opponents for the Democratic presidential nomination, former Vice President Walter F. Mondale and the Rev. Jesse L. Jackson, were also planning to return to the state for campaigning.

## Man Shoots, Kills Wife In U.S. Divorce Court

The Associated Press

NORWICH, Connecticut — A man suing his wife of 13 years for divorce on grounds of adultery whispered in her ear in the courtroom Thursday, then stepped back and shot her fatally, authorities said.

One of the 50 persons in the courtroom said the man, Kenneth Spargo, 53, "bent over and whispered something to her." Then he stood back, swore at his wife and shot her once in the chest and several times in the back.

After the shooting, several witnesses quoted Mr. Spargo as saying, "Now I can sleep at night." He sat down on a courtroom bench and put his gun beside him, a witness said.

His wife, Priscilla Spargo, 44, died while undergoing surgery at a hospital.

She was shot several times at close range with a semi-automatic handgun, police said.

Mr. Spargo was charged with murder and held on \$250,000 bond. Superior Court Judge Angelo G. Santaniello, who was hearing the divorce proceedings, said a metal-detecting device was installed at the courthouse in the past month.

Police said there was no indication how Mr. Spargo got the gun into the courtroom. The metal detector was functioning when television crews carried cameras and recorders into the courthouse after the shooting.

## CARAVEL HOTEL ATHENS

The epitome of Hotels is not a claim lightly made.  
The only Hotel in Athens

with a golden Temple of Prayer (Mosque) on the Hotel Roof Garden.

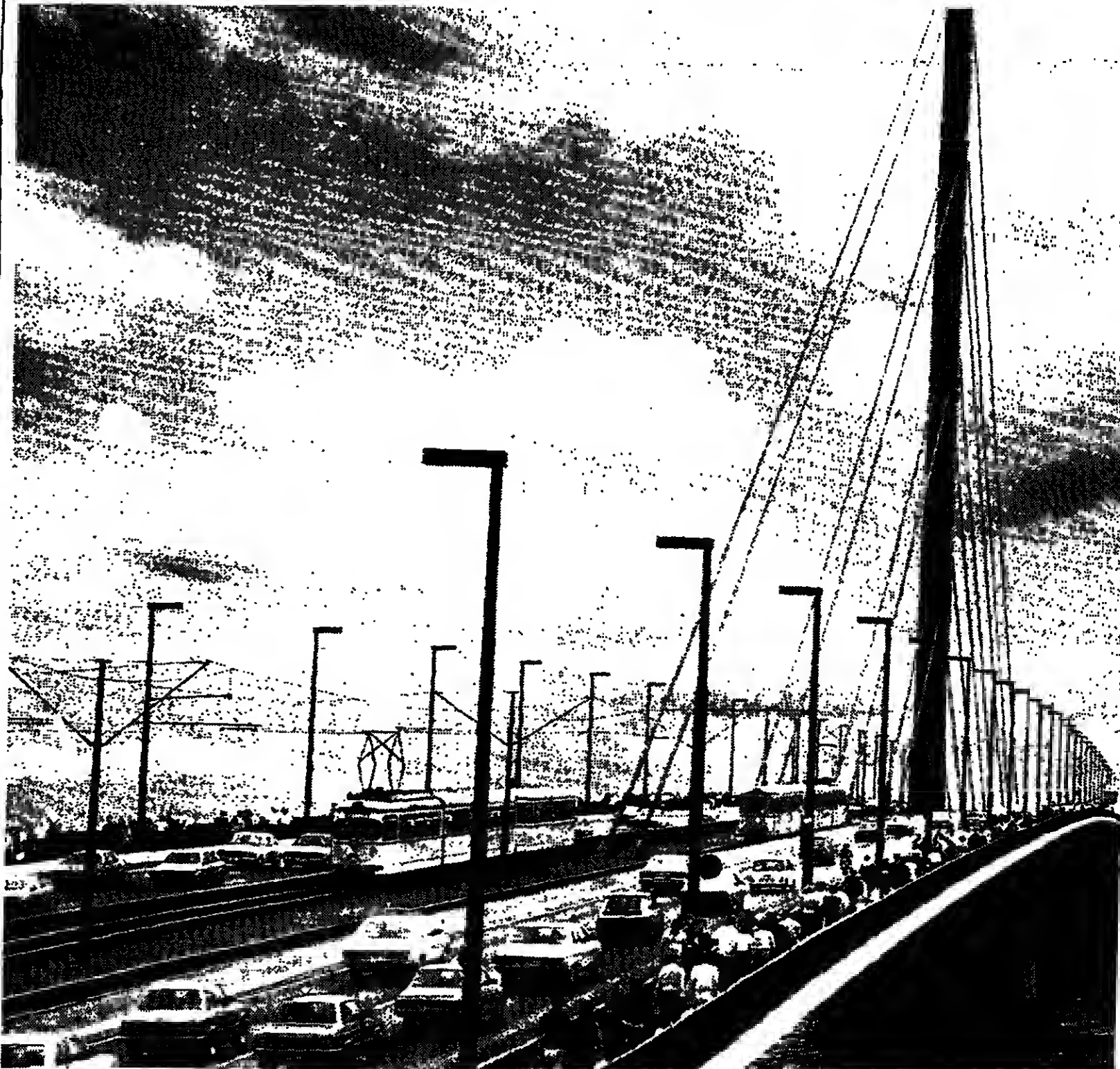


450 Rooms  
75 Suites  
Swimming Pool  
T.V. and Mini-Bar

24 hours Room Service  
100% Fire Proof  
and everything for a safe stay

2, Vas. Alexandrou • 161 21 Athens  
phone 729 07 21 - 60 lines  
telex 21 - 4401 CH GR

## We bring people together.



Bridges bring people together — over valleys, rivers and seas. Bridges forge links. Between neighbors and travelers. On foot, in trains, in cars. Linking economies and nations. With its extensive know-how and experience, Krupp translates the latest bridge-building concepts into reality. Via ultra-fast assembly techniques or by floating sections into position, saving both time and cost. To produce bridges of steel elegantly spanning large distances. Another pacesetter Krupp technology.

trial plant design and construction, electronics, steel, ship-building and international trade, Krupp offers innovative technology and engineering worldwide that can bridge the gap to future growth.  
Can we forge a link for you?

For further information please write to:  
Fried. Krupp GmbH, SIA VF/W,  
Altendorfer Straße 103, D-4300 Essen 1.

Engaged in structural and mechanical engineering, indus-

Krupp. A tradition of progress.

**KRUPP**







# Board Creates Committee to Study Reforms

## Jury Convicts 5 Salvadorans For Murders Of U.S. Nuns

Compiled by Our Staff From Dispatches  
ZACATECOLUCA, El Salvador — A jury Thursday convicted five former Salvadoran national guardsmen of killing four U.S. churchwomen three and a half years ago.

The five-member jury deliberated one hour before reaching the verdict after an all-night court session. The guardsmen had been taken back to their jail cells and were not in the courtroom when the verdict was read.

"It was a unanimous decision. We were all in agreement on this," the jury secretary, Alicia de Buen-dia, said. "Everything was very clear."

The presiding judge, Bernardo Rauda Murcia, said he has 15 days from Friday to sentence the men, who face up to 30 years in prison. The defense can appeal the sentence, but not the verdict.

In Washington, several congressmen said congressional action linking military aid to a verdict played a role in resolving the case. Last year, Congress withheld \$19 million in military aid pending a verdict.

House Speaker Thomas P. O'Neill Jr. said, "In my opinion, that little amendment served a very useful purpose."

Senator Daniel Patrick Moynihan, Democrat of New York, called the verdict "an important indication of Salvadoran willingness to assert the rule of law."

A State Department spokesman, John Hughes, said the administration was "pleased that justice has been done."

The defendants each faced three criminal charges: aggravated homicide, aggravated destruction of property and theft. The final two charges are related to the burning of a van in which the churchwomen were riding when they were abducted Dec. 2, 1980, on the way from San Salvador's international airport to San Salvador.

U.S. Embassy officials were pressing for a trial without recess to make sure the jurors were not subjected to any outside pressures, according to Michael Posner, executive director of the New York-based Lawyers Committee for International Human Rights. The group has represented the victims' families.

Carlos Joaquín Contreras Palacios, 27, the only defendant who had confessed to the murders, said to reporters Wednesday that he was coerced and offered money for his confession. But Judge Rauda said he would not allow the confession to be retracted at the trial.



The slain churchwomen: Dorothy Kazel, top left, Jean Donovan, top right, Ita Ford, bottom left, Maura Clark.

"It isn't the truth," Mr. Contreras Palacios said, "because they have tortured us, threatened us, offered us money not to tell the truth."

Three other defendants, who have maintained their innocence, claimed that they had been offered money by members of the armed forces to admit involvement in or confess to murders of the churchwomen.

The victims were: Ita Ford, 40, and Maura Clark, 49, Maryknoll nuns; Dorothy Kazel, 41, an Ursuline nun, and a lay worker, Jean Donovan, 27. They were found shot two days later, buried in a shallow grave near Zacatecoluca, 20 miles (32 kilometers) from where they were last seen.

"I have to tell you the truth," said former Sergeant Luis Antonio Colindres Alemán, 28, who was accused of leading the other guardsmen in the crime. "We were offered a bribe while in custody to confess to these crimes, which we did not commit."

Joel Roberto Moreno Canjura, 28, said, "The American officials have been pressuring us to confess to a crime we did not commit, through the use of money." The two other defendants are Franco

Orlando Contreras, 36, and Daniel Canales Ramirez, 27. A U.S. Embassy spokesman, Donald Hamilton, denied Mr. Moreno Canjura's claim that U.S. officials had tried to bribe the guardsmen.

The case was based largely on material evidence such as ballistics tests and fingerprints.

Mrs. Buendia, the jury secretary, read the verdict in court. Asked later whether she thought people in higher positions had been involved in the slayings, she said, "I don't think so. It was their thing."

Sister Helene O'Sullivan, head of the Maryknoll Office for Social Concerns, said the convictions were a "tremendous step forward."

However, she added, "It's important for people to know the whole truth, and it hasn't come out yet. I think there was a cover-up, and it was ordered at the top levels of the military."

Michael Donovan, the brother of the slain lay worker, Jean Donovan, said, "I think that actually the cover-up and who ordered and paid for these killings is for the United States a much more important question than just the question of who pulled the trigger, which was solved this morning." (AP/UP)

## In Andes, Gospel Fills the Air

Largest Missionary Radio Broadcasts in 14 Languages

By Alan Riding

New York Times Service

QUITO, Ecuador — On the afternoon of Christmas Day 1931, an old organ played, a trombone accompanied and a group of American Protestant missionaries standing in a converted barn 9,300 feet (2,830 meters) above sea level belted out the hymn "Great Is Thy Faithfulness."

A microphone and a 250-watt transmitter brought here from Chicago carried their message to the owners of the six radio receivers to be found in Ecuador at the time, but the Voice of the Andes was on the air.

In half a century, it has become the largest missionary radio station in the world, broadcasting in 14 languages for a total of 1,300 hours each week. Its 500-kilowatt transmitter, the largest in Latin America, is twice as powerful as any used by the Voice of America.

"We're always looking for new ways of spreading the Word," said Richard W. Broach, field director in Ecuador for the World Radio Missionary Fellowship. "But we know we're being heard. We get letters — 75,000 last year — from all over the globe."

One secret of its success is that while appealing to evangelical converts in Japan and Scandinavia, the Fellowship has not neglected Ecuador. It operates a hospital in Quito and a jungle clinic in the eastern town of Shell, and some of the energy produced by its two hydroelectric dams is donated to local authorities.

The Fellowship also opened the country's first television station in 1961. The station was sold in 1973, but the missionaries continued producing television films and programs for broadcast throughout Latin America. In Ecuador, they still operate one AM and two FM radio stations.

HCB radio — its call sign stands for "Heralding Christ Jesus's Blessings" in English and a similar message in Spanish — has

avoided political clashes with the government of Ecuador.

Two years ago, the Summer Institute of Linguistics, a U.S.-based Bible-translating mission, was expelled from the country amid controversy over its work among Indian groups here. The HCB radio was not affected.

"We don't preach against Catholicism, against the government, against the country," Mr. Broach said. "Ours is a positive message. We try to be of service to the government and people of Ecuador. During times of crisis, we only broadcast the bulletins of the government of the day."

From its beginnings, the Fellowship, a multidimensional operation, tried to work with many different missions. Clarence W. Jones, the young Salvation Army musician from Chicago who first dreamed of preaching over the radio in Latin America, was able to work in Ecuador — after failing to obtain permits in Venezuela, Colombia, Panama and Cuba — because of the assistance of U.S. missionaries already working here.

Since beginning shortwave transmissions in 1940, HCB began to broadcast in over more languages, receiving missionaries sponsored by church groups in a dozen countries. The Fellowship's headquarters is in Miami, but the atmosphere in its large compound in Quito more closely resembles a United Nations building.

## Park in England Survives Attack By RAF Bomber

The Associated Press

ALDERSHOT, England — The bomb bay door panel fell off a Royal Air Force fighter-bomber and tumbled about 600 feet (200 meters) into a park in this town in southern England, narrowly missing two women.

A municipal gardener, Ray North, who was working on flower beds in the park, said the metal door plunged into the grass Wednesday with "an enormous thud." He added: "It just missed two women walking in the park. I was only a few feet away from where it hit myself. We were very lucky."

Ken Meadows, spokesman for the Royal Aircraft Establishment, an aviation research complex near Aldershot, said the panel fell off the Buccaneer fighter-bomber during a test flight. He said investigators were checking how the panel, marked "Bomb Door," fell off the plane.

## French Rail Workers Strike for Shorter Week

Reuters

PARIS — French railroad workers began a 48-hour strike Thursday over differences with management on how to achieve a shorter workweek.

Railroad officials said traffic was reduced by 75 percent on main lines and even more on suburban routes. Management has proposed achieving a 35-hour workweek by reducing the hours worked each day. The unions want the cuts to produce additional days off.

*Spark & Sips*

**Baccarat**  
30 bis, Rue de Paradis,  
75010 PARIS  
(near the airport)  
Tel.: 770-64-30.  
Finest Crystal since 1764  
When in Paris... visit our Museum and Showrooms  
Open Monday to Friday, 9 a.m.-6 p.m.  
Saturday 10-12 a.m., 2-5.30 p.m.  
Also in selected stores near your home

# A second chance for your teeth.

The American Dental Association recognizes modern dental implants as viable alternatives to dentures.

If it looks like nature short-changed you on the health and beauty of your teeth, there's no reason they have to stay that way forever. Things have changed a lot since you were a kid. State-of-the-art advances in dentistry can give you a healthy, beautiful mouth. And our patients tell us the process can actually be comfortable. We will put you at ease, and relieve your stress. Our private offices, in the heart of New York City, combine the best features of a medical center for the mouth and teeth with the privacy and special attention of your family dentist's office. Our team of understanding professionals are experts in their specialties. Omnicare's services range from supportive prevention programs to cosmetic and functional reconstructions. For over 20 years, we have been performing implant procedures, which can give you permanently attached, natural-looking teeth. We are not inexpensive; but we are extremely thorough. Call us now for a private, personal consultation.

**OMNICARE** TR 5/25/84  
Enhancing and extending life through dental health.  
245 Fifth Avenue, New York, NY 10011 (212) 355-6122  
☐ Please send me your informative booklet  
☐ Please call me  
Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State or County \_\_\_\_\_ Zip \_\_\_\_\_  
Telephone \_\_\_\_\_

**Best**  
TAX-FREE  
EXPORT PRICES!  
ALL PERFUMES • COSMETICS  
BAGS • SCARVES • TIES  
FASHION ACCESSORIES  
**MICHEL SWISS**  
16, RUE DE LA PAIX  
PARIS  
2nd floor, Mezzanine  
FLAWLESS MAIL ORDER DEPARTMENT  
FREE SHIPPIES  
Phone: 361.71.71



If you can afford to stay anywhere, you can't afford not to stay here.

No matter how much you pay elsewhere, you won't be able to find what you can at our best resort hotels. Not only the luxurious rooms, fine food and impeccable service you expect, but all the joys for the heart and mind that are only found in Spain. The art, the architecture, the music and crafts and the food and wine you'll discover will make your holiday unforgettable. Among your happiest discoveries will be the hotel you choose. In Spain, you'll find the perfect place, no matter what your taste. Castle hotels hundreds of years old, sparkling new hotels to rival the world's best, beachside hotels that invite you with casual elegance, city hotels that preserve the grand tradition of a more gracious age. All are here, waiting for your pleasure. The Spanish tradition of hospitality, a deeply-rooted civility and courtesy, will make your stay with us all you had hoped it would be. Everything made easy for you. The only difficult thing will be choosing your hotel, because the choice is one of the widest in the world, with more kinds of wonderful places to stay than anywhere under the sun.





# INTERNATIONAL Herald Tribune

Published With The New York Times and The Washington Post

## Containing the Gulf War

President Reagan, in his news conference Tuesday, served the useful purpose of switching the international focus away from the prospects of U.S. military intervention in the Gulf and toward the possibilities of diplomacy to contain and eventually end the Iran-Iraq war. His overall effect was calming. The American interest in keeping the Gulf open and in diminishing the conflict was asserted, and there were no rough or provocative edges.

The diplomatic activity needs to be stepped up. In respect to the battle at sea, the Arab countries that protest Iran's latest strikes at ships ought to find more effective ways to protest Iraq's as well. In respect to the battle on land, where Iran is now in the position of invading Iraq, the countries that send military equipment to Iran or buy its oil should be pressed to cut back in both departments.

Similarly, it is intolerable that the French continue to sell Iraq the weapons it uses against international shipping. Further openings to manipulate the subsidies that the Saudis and other Gulf Arabs pay to their poorer brothers can be sought.

No single coordinated diplomatic plan seems to be in the offing. To wait for one, however, is to risk the possibility that the war will get even more out of hand. Governments must do what they can — now.

— THE WASHINGTON POST.

Iran's demand that Saddam Hussein, who started the war and escalated it into attacks on Gulf shipping, be replaced first. He hangs on. Iraq's Arab friends are deeply afraid of Iran's arms and fundamentalist ideas, but the closer the war gets to them, the more some of them are coming to feel they are paying heavily to keep one erratic man in power.

The diplomatic activity needs to be stepped up. In respect to the battle at sea, the Arab countries that protest Iran's latest strikes at ships ought to find more effective ways to protest Iraq's as well. In respect to the battle on land, where Iran is now in the position of invading Iraq, the countries that send military equipment to Iran or buy its oil should be pressed to cut back in both departments.

Similarly, it is intolerable that the French continue to sell Iraq the weapons it uses against international shipping. Further openings to manipulate the subsidies that the Saudis and other Gulf Arabs pay to their poorer brothers can be sought.

No single coordinated diplomatic plan seems to be in the offing. To wait for one, however, is to risk the possibility that the war will get even more out of hand. Governments must do what they can — now.

— THE WASHINGTON POST.

## Every Deficit Chip Counts

The bills in the U.S. Senate and House to reduce future budget deficits accomplish more than anyone expected at the start of 1984. But they still amount only to a "down payment" on hard fiscal choices still to be made. If nothing more is done, the deficit three years from now could still exceed \$300 billion. The sooner Congress acts the better, and it could do even a little more this year.

Additional trimming will be possible in reconciling the two bills. The Senate bill, which now has President Reagan's approval, would reduce the prospective deficits by \$142 billion over three years. The substantially different House bill would cut them by \$182 billion. Even these numbers can be misleading; they do not represent cuts in the current deficit, only cuts from what future deficits would be if Mr. Reagan's budget were adopted as is.

Both bills would raise \$48 billion more in tax increases. The House would do so by cutting the growth of military spending more sharply. The Senate would take more out of social programs. The net saving could be greater if the final bill combines the larger spending cuts and the larger tax increases of each.

On the spending side, by far the biggest savings in both bills are in defense, as they must be. The Senate would cut almost half of Mr. Reagan's proposed defense increase, to recover \$40 billion over three years; the House

cuts three-fourths, to save \$96 billion. Why not split the difference?

The Senate would also save \$9 billion on Medicare with a freeze on physicians' fees. The House, which rejects that measure, would save \$1 billion. The Senate also freezes all discretionary spending for nondefense items for a year, and thereafter permits them to rise only at the presumed rate of inflation. The House properly prefers to be less arbitrary and rejects these relatively small savings.

As for new taxes, the two bills differ in hundreds of ways. The most contentious proposals are the House's sound desire to stop expanding tax-exempt bond financing for "industrial development" and the Senate's reasonable outback on real estate tax breaks enacted in 1981. The House would tax cigarettes and liquor more heavily than the Senate.

The need for still more substantial action on both spending and taxes is clear. The deficits are stimulating enormous economic expansion, building pressure in the credit markets and pushing up interest rates.

In his fourth year in office, Mr. Reagan still thinks he can preserve his big tax cuts and carry on with huge military outlays without dangerously unbalancing the budget. Congress's "down payment" on budget balance is imperative, but hardly sufficient.

— THE NEW YORK TIMES.

## Other Opinion

### Setting a Course in the Gulf

Far from embarking upon a pre-election military extravaganza to repay Iran for its bombing of the United States during the Carter presidency, President Reagan has made it clear that the United States and its allies will intervene militarily only as a last resort, and only if Arab countries ask for assistance and agree to provide the necessary facilities. For the moment it will be left to the Gulf states to keep the sea lane open from the Strait of Hormuz to Kuwait.

The threat to sea trade has wonderfully concentrated the mind of the Gulf Cooperation Council — till now a forum in which historic regional rivalries have been all too evident — and forced its defense council to face up to a practical test of its joint response to a joint challenge. The Gulf states need to be given every chance to succeed in this move toward military self-assertion. There appears to be reasonable hope that the safety net of Western action to keep the Gulf open to shipping will not be needed.

— The Financial Times (London).

It is interesting that President Reagan pointed out that Japan and Western Europe have more at stake in the Gulf than does the United States, which obtains only 3 percent of its oil from the region.

If tension increases, then pressure on Japan to play a greater role will mount. Because it is restricted by its constitution, Japan cannot play a military role. However, it is in a position to promote peace in the area.

Japan is one of the few countries in the world which maintains friendly relations with both Iran and Iraq. Japan could play a positive role in pressing for a peace settlement, if both Iran and Iraq practice restraint and show a willingness to make concessions.

— The Daily Yomiuri (Tokyo).

### Toward a New World Order

These are days when the United States is not seen as synonymous with the United Nations — particularly by those Third World nations which leave Kirkpatrick, the U.S. ambassador to the UN, blames for the "less than ideal" condition of the United Nations.

The question is: Less than ideal for whom? The United States persists in seeing the growing stridency of Third World voices as a rebuke against itself, not as an indication of the growing maturity of the Third World in defense of its own interests and future. This is unreasonable. The South has grown into a legitimate bloc. The United States should strive to understand that what it construes as a tide of anti-Americanism does not automatically imply pro-Sovietism. And it is incumbent upon both the United States and the Soviet Union to understand that, for all their efforts to retain control of global affairs, a new world order is in the offing.

— The Straits Times (Kuala Lumpur).

### A Triple Challenge to Marcos

President Marcos still exudes the confidence of 18 years in office. But three events are conspiring against him. His first is a revitalized opposition. His second problem remains the murder last August of Benigno Aquino. The report [of an inquiry panel] appears almost certain to raise strong questions about Mr. Marcos's claim that a communist gunman shot Mr. Aquino. The third problem, and probably the greatest threat, is the economy. Inflation is high, the peso has lost more than half its worth and the debt load is staggering. The combination of a strong, determined leadership and a national effort are needed to solve this economic problem. The question is whether a highly vocal and anti-Marcos opposition in Parliament will make that possible.

— The Bangkok Post.

## FROM OUR MAY 25 PAGES, 75 AND 50 YEARS AGO

**1909: Ships Report Atlantic Icebergs**  
NEW YORK — Incoming steamships bring news of increasing danger to navigation by great icebergs off the Newfoundland coast. The present southward drift of ice in the Labrador current is one of the largest movements for many years. The British cargo steamer Madras, from Newcastle, and the Bisley, from Glasgow, arrived here with thrilling tales of encounters with icebergs. The Bisley was in such a leaky condition that she had to be drydocked. A large section of her propeller blades had been lost and the ship had a narrow escape of running into an ice floe at full speed. The dense fog lifted just in time to prevent a disaster. The Bisley's officers report seeing a Polar bear atop of one of the icebergs, some of which were fully 500 feet high by 800 feet long.

**1934: A Big Battle in the Gran Chaco**  
LA PAZ — With 6,000 casualties during the fierce conflicts of the past week, heavy fighting continued on the Bolivian front as the forces of Paraguay made their last desperate attempt to drive the Bolivians out of Fort Ballivian. Paraguay's last objective in the Gran Chaco plain, which Bolivia's grim stand has made the Getysburg of the South American war. After the Paraguayans had pushed their forces, in a prolonged drive, back through the jungles of the Chaco, they were repulsed in a battle which began a week ago and has raged fiercely since, with tremendous losses to the Paraguay army. An official communique issued here [on May 24] credited Bolivia with an overwhelming victory. Official reports from Asunción denied that the Bolivians had scored a victory.

## The Tough Talk Only Closed Soviet Ears

By Anthony Lewis

BOSTON — To those watching from outside, the torment of Andrei Sakharov and Yelena Bonner is many things. It is a human tragedy; the destruction of two great spirits. It is a brutal example of Soviet indifference to the claims of humanity. And it is telling evidence of the bankruptcy of Ronald Reagan's policy toward the Soviet Union.

A central aim of Mr. Reagan's presidency has been to increase American influence over Soviet behavior. His means to that end were a huge arms buildup, tough anti-Soviet rhetoric and a militarized diplomacy.

The results are now in. After three years of the Reagan policy, U.S. influence over Soviet behavior has been reduced to near zero. And if we look at the problem of Soviet human rights, symbolized in the Sakharov case, we can see the folly that has led to American impotence.

Ten years ago the Soviet Union expelled the most powerful internal critic of its system, Alexander Solzhenitsyn, allowing him to speak and write and prosper in the West. If he were still there now and the tensions between him and the state were reaching a climax, would he be allowed out? Certainly not; in all likelihood he would be imprisoned.

The reason Mr. Solzhenitsyn was allowed out in 1974 was not that gender souls ran the Soviet Union then. The KGB was just as intolerant of dissent. But he and a great many other dissidents left in those years.

No, the reason is plain. Those were the years when Richard Nixon and Henry Kissinger were following a policy of détente with the Soviet Union. Soviet leaders saw important interests at stake in the relationship with the United States:

trade, for example. And to maintain that relationship they knew they had to pay a price in their treatment of dissidents.

Soviet behavior in the human rights field is to a significant extent a function of overall relations with the West, especially with the United States. It is a matter of politics, not humanity. When relations offer incentives, Soviet leaders impose certain restraints on the KGB.

Today, by all indications, the KGB is operating against dissidents and Jewish "refuseniks" without any constraints deriving from the U.S. relationship. Internally, the quick changes in leadership have evidently left a degree of insecurity that makes it even harder to show generosity toward a Sakharov — even if there were a recognition of the fact that generosity would actually improve the Soviet position in the world.

There is a lesson in all this, one that, in candor, those of us who for years have emphasized human rights have not adequately understood.

Human rights policy, when the U.S. Congress began to give it form a dozen years ago, arose from several quite different sources. There was a reaction against Mr. Kissinger's realpolitik: his disregard for human values in places such as Chile. There was an extension abroad of American concern for civil rights at home. And there was a desire by some people to use the human rights issue as a stick to beat the Russians.

The lesson of these years is that using human rights as a political weapon against the Russians reduces the chances of helping the dissidents and those who wish to emigrate. Frontal political

challenge just makes the Soviet system close up. Mr. Kissinger, for all the infamy of his record, dealt wisely with the Russians. His idea was to weave a web of interests, to give them incentives for restraint. Of course he oversold détente, and overreacted when it failed to restrain Soviet adventures in the Third World. He paid dearly in the hatred of the extreme right, but his policy has made him look good.

Under Ronald Reagan, the rightist conception of dealing with the Soviet Union has had its day. The tactics have been bluster, threat and insult. When an American president talks of a Soviet "evil empire," the Russians are inevitably going to be resentful, angry, defiant.

Under those circumstances Western pressure on behalf of a Sakharov cannot work; for a Soviet leader to look as if he were giving way to it would be an obscenity.

The bitter part of it is for Andrei Sakharov must be not his own suffering or even his wife's. It is that the Reagan administration's policy has greatly increased the danger that he has fought for so many years: the danger of an escalating arms race and an ever-greater risk of nuclear war. For the policy has not only worsened human rights conditions in the Soviet Union; it has stimulated a counter-buildup in weapons and a cold refusal to negotiate on American terms.

It is a policy so counterproductive that one wonders how any president could press on with it in the face of demonstrated harm to American interests. But that assumes rationality, and the assumption is wrong. The policy is based on ideology, not reason, and there is no limit to the self-indulgence of ideology.

The New York Times.

## Tax Law: Missing Piece in the Interest Rate Puzzle

By Robert J. Samuelson

WASHINGTON — Economic analysis is a shifty subject, but if you get it wrong, chances of finding the right prescription are almost nil. Consider the ruckus over interest rates. The most common explanations of the high rates are big government deficits and excessively tight credit by the Federal Reserve. Actually, neither fully explains the high rates. The analysis ignores the effect of the tax laws. In brief, they subsidize borrowing and thus make steeper rates necessary to avoid accelerating inflation.

Getting the analysis wrong means that the conventional remedies — lower deficits or looser monetary policy — are almost certain to fail. In isolation, they either will leave rates high or, by lowering them temporarily, raise inflation and interest rates later. The U.S. political system seems incapable of dealing with more than one economic problem at a time. In 1980 it was inflation; now it is recovery. High interest rates are the Republicans' argument for looser monetary policy, the Democrats' argument for retreating Ronald Reagan.

Understanding today's rates is difficult. The puzzle is that the same rates have bitten harder abroad than at home. Wall Street economists such as John Paulus of Morgan Stanley believe credit has not been tight; in a recent survey of small businesses, only 7 percent of the respondents judged credit hard to get. And yet the same rates have overwhelmed developing countries whose debts are in dollars. They have infuriated Europeans, who think that American rates keep rates up elsewhere. And, by raising the exchange rate of the dollar, they have made it harder for American export industries to compete.

The puzzle can be explained by remembering that interest rates are the prices at which people and com-

panies borrow and lend. Because U.S. tax laws make interest payments deductible, American and foreign borrowers face different effective interest rates at the same nominal rate. Consider a 10-percent loan. With the top corporate tax rate at 46 percent, a profitable American firm can deduct nearly half the interest expense; this cuts the effective borrowing cost to close to 5 percent. For foreign borrowers without the tax advantage, the effective rate remains 10 percent.

High federal deficits have helped nudge interest rates higher, but they do not account for the major rate rise since the late 1970s. Data show there is little relation in that period between either deficits or total borrowing in the economy and the major changes in the prime rate, even after adjustment for inflation. Interest rates fell as deficits rose.

What actually raised rates was a reversal of the Fed's mistaken policy in the 1970s of trying to hold them down. The tax laws made this a formula for more inflation. In 1978, for example, the average mortgage rate was 9.6 percent; for someone in the 30-percent tax bracket, this meant an effective rate of 6.7 percent. Inflation, meanwhile, was running at 7.4 percent. Because people could bor-

row for less than the rate of inflation, a credit boom ensued. Borrowers gorged on cheap credit. The more the Fed tried to hold rates down, the more it had to expand money and credit. Between 1975 and 1980, the money supply (cash plus checking accounts) rose 41 percent and prices rose 42 percent. As inflation intensified, the Fed grudgingly let interest rates rise.

The big jump came when the Fed changed strategy. After October 1979, it paid more attention to controlling the money supply. With money restricted, its price (i.e., interest rates) soared. Recession resulted, which, by curbing inflation, slowed the demand for money. Today's Fed policy is a confusing mixture of controlling interest rates and money supply. But the same aftereffect calculus indicates why these rates have not crippled the recovery.

After deductions, a profitable company borrowing at today's prime rate of 12.5 percent has an aftertax rate close to 6.25 percent. With inflation between 4 percent and 5 percent, the real aftertax rate is between 1.25 percent and 2.25 percent.

The effect of higher rates also has been cushioned by the 1981 Reagan tax law, which subsidized corporate

investment, and by a mass conversion from long-term to short-term borrowing. With fewer investors willing to buy long-term securities, new credit instruments such as adjustable-rate mortgages, which are really a series of short-term loans, have filled the gap. In 1984 more than 60 percent of mortgage loans had adjustable rates.

There is nothing soothing in this analysis. The existing credit system penalizes new firms and taxpayers of modest means; they lack big incomes to absorb deductions. For profitable companies, it subsidizes loans for mergers and other forms of corporate shuffleboard. The decline of long-term lending is economically risky; borrowers are more dependent on floating-rate loans. But any effort to lower interest rates significantly must involve not only smaller deficits but also major changes in the tax laws. The obstacles are huge. The tax deduction for interest is so popular that President Reagan recently retreated from a suggestion to modify it.

But the job is worth the work. U.S. rates do burden the rest of the world and do hurt export industries. Global growth suffers, and rates become an intensely repeated part of U.S. policy. Correctly diagnosing high rates may be politically awkward, but it is the only chance of dealing with them.

Newman.



## How Arthur's Depression Gave Rise to Cohen's Curve

By Richard Cohen

WASHINGTON — My friend Arthur wants to rent a summer house. Another friend, Bob, is willing to rent him his. Bob wants \$3,000 for the season, which is really more than Arthur can afford. To get \$3,000 Arthur has to earn \$6,000, since both he and his wife — along with lots of dope pushers, National Football League quarterbacks and the presidents of the Big Three automakers — are in the 50-percent tax bracket. Arthur and Bob's predicament led me to discover the Cohen Curve.

If Arthur rents the house, Bob, who with his wife is also in the 50-percent bracket, will get to keep only \$1,500. If Bob turns around and uses the \$1,500 to have his pipes fixed, the plumber only gets to keep \$750, since all plumbers are in the 50-percent bracket, too. If the plumber in turn uses that money to pay his dentist, the dentist gets to keep only \$375. And if the dentist uses that money to pay his golf pro, the pro — who makes more money than the dentist

but not as much as the plumber — gets to keep \$187.50, which he'll spend on the dentist's wife because they're having an affair.

This is either the trickle-down theory of economics or something else. I think it is something else. In fact, I have drawn a curve for it — the Cohen Curve — and intend to make a fortune on a book, a newsletter and on the lecture circuit. Then I can afford a summer house, too.

I will call this concept the Division Theory of Economics. But no matter what I call it, I will not be able to explain how the government managed to tax Arthur's \$6,000 five times before it almost evaporated into thin air.

The way I figure it, the government got \$3,000 from Arthur, \$1,500 from Bob, \$750 from the plumber, \$375 from the dentist and \$187.50 from the golf pro. What the golf pro got is none of my business. All I know is

that the government got \$5,812.50 in taxes out of the initial \$6,000. That's not a 50-percent tax. That's a 96.8-percent tax.

What is startling about this is that it directly contradicts the so-called multiplier effect which we learned about in school. In that now-disproven theory, as a dollar passes through the economy it is multiplied several times. Each person uses that dollar to generate even more money and in this way the economy blooms and booms.

But it is clear now that as the dollar passes through the economy, 50 percent of it gets taken by the government each stop along the way and in the end there is nothing left. This is the cause of depression. It is certainly the cause of Arthur's Depression.

It is also a refutation of Keynes' Roth economics, which, I think, is named after a chain of movie theaters. Under Keynes-Roth, lower taxes lead to greater investment and thus,

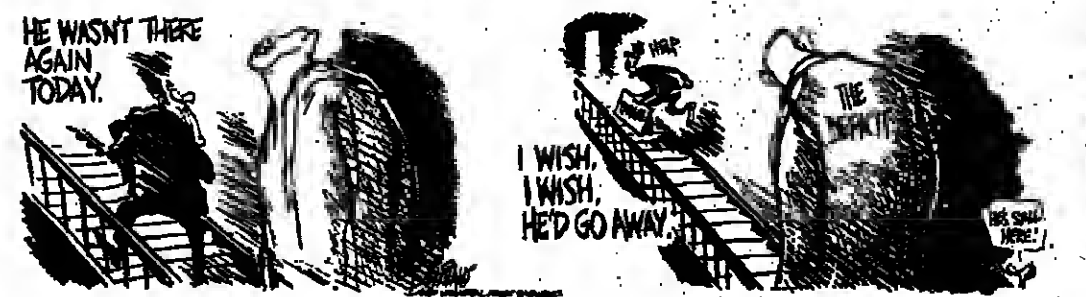
in the long run, added income for the government. It is clear, though, that if my friend earned \$6,000, paid half in taxes and saved the rest, the government would lose four bites at the money, for a net loss to the Treasury of \$2,812.50. As President Reagan now knows, if you took the dollars lost to the government in savings and put them end to end they would reach from Washington to the moon.

Not only that, but the plumber would not plumb, the dentist would not dent and the golf pro would not golf. Take into account their suppliers, and the total cost to the Treasury of Arthur not renting the summer house is \$1.32 billion. As an American, does Arthur have a choice?

I realize, of course, that others would argue differently. They are wrong. Many of these are people wedded to "trickle-down economics," named after the way John Maynard Keynes ate soup. They do not understand how much is at stake in the mere renting of a summer house. The government ought to bail out Arthur the way it did Chrysler and give him the money for his summer rental. That way, the tax chain linking him to the plumber, the dentist, and the golf pro will not be broken and the economy will be saved.

Anyway, Arthur is still waiting to hear whether his offer will be accepted. If it is, he's out \$3,000. If it is not, the government is out \$3,812.50 and of course the dentist's wife will be crushed. I suggest she incorporate.

The Washington Post.



## LETTERS TO THE EDITOR

### The Philippine Vote

Regarding the editorial "Philippines Have Their Say" (May 18):

I viewed the election in my country as useless. As long as Ferdinand Marcos is president, there will be no fair and honest elections, unless he brings back the 1935 constitution and abolishes one-man rule.

ISMAEL A. SARE,  
Wallisellen, Switzerland.

### On Nonproliferation

In response to "What the Treaty Says" (Letters, May 10):

I suggest that Arden Meerburg read the Treaty on the Nonproliferation of Nuclear Weapons. It is a model of clarity.

According to Article III, Section 1, "Each non-nuclear-weapon state party to the treaty undertakes to accept safeguards." The safeguards required by this article shall be applied on all source or special fissionable material in all peaceful nuclear activities within the territory of such state, under its jurisdiction, or carried out under its control anywhere."

Article II, Section 2, then declares that "each state party to the treaty undertakes not to provide: (a) source or special fissionable material, or (b) equipment or material, especially designed for the processing, use or production of special fissionable material, shall be subject to the safeguards required by this article." The "safeguards required by this article" are defined in its first subsection: and

they are full-scope safeguards, on "all peaceful nuclear activities."

No sophistry by eager and scrupulous nuclear exporters can disguise the simple and ugly truth: Nuclear commerce with non-nuclear-weapon states that do not accept full-scope safeguards contravenes the clear-cut commitment embodied in the treaty.

To be sure, as Mr. Meerburg asserts, there appears to be a "general understanding" to the contrary among those more concerned to promote nuclear power than to control its misuse. But they cannot cite the nonproliferation treaty in their defense. Paul Leventhal — in "The Chinese Nuclear Deal Should Set an Example" (May 10) — was right.

WALTER C. PATTERSON,  
Amersham, England.

### Olympics: No Tears

Now that most of the professionals have removed themselves from the Olympic Games we can watch the outcome of an amateur event. The members of the Olympic Committee should stop groveling and note the achievement of their dream.

W.J. RICHARDS,  
Brussels.

Letters intended for publication should be addressed to "Letters to the Editor" and must contain the writer's signature, name and full address. Letters should be brief and are subject to editing. We cannot be responsible for the return of unsolicited manuscripts.

## Setting Back The Clock On Rights

By Jonathan Power

NEW YORK — If by a miracle the Russians allowed Andrei Sakharov and his wife to emigrate, one could be reasonably sure that they would be welcomed as honored guests at the White House — unlike Alexander Solzhenitsyn, whom, on Henry Kissinger's advice, President Ford refused to entertain.

No one doubts the Reagan administration's sincerity in standing up against the tide of arrests and trials of human rights activists in the Soviet Union. Mr. Reagan's position on the Soviet Union, however, throws into relief how equivocal he has been in the rest of the world.

Third World tyranny has been given an easy passage. There have been some exceptions: the quiet diplomacy that led to the freeing by South Korea of the opposition leader, Kim Dae Jung, the public endorsement of the South African court decision that vindicated the rights of thousands of black families to live in urban areas, and the decision not to certify to Congress that the South African government had made progress on human rights, which placed pressure on the government of Augustus Pheoch to allow some exiles to return.

But that is about it. The Reagan administration has wound back the clock, ignoring, redefining, vetoing and defying U.S. laws governing human rights policy.

Section 606 of the Foreign Assistance Act prohibits the provision of security assistance to police and domestic intelligence agencies abroad. On June 1, 1983, the Reagan administration concluded negotiations with the Philippines to renew the agreement that allows U.S. use of military bases there. But a quid pro quo was aid to the Philippine national police.

Section 701 of the International Financial Institutions Act requires the American representatives to six multilateral development banks not to support aid to countries that engage in "a constant pattern of gross violation of human rights." The Reagan administration has reversed previous U.S. policy by supporting loans to South Korea, Uruguay, Paraguay, Chile, the Philippines, El Salvador, Guatemala and Argentina.

At the United Nations the Reagan administration has seen itself almost totally isolated in its refusal to vote for resolutions criticizing human rights violations in Guatemala and El Salvador. In opposing a resolution on El Salvador, leave Kirkpatrick, the U.S. representative, argued that the resolution failed to take into account that "most of the climate of fear and acts of economic sabotage are committed by guerrillas fighting against the government." But, according to the Office of Legal Oversight of the Roman Catholic archdiocese of San Salvador, the number of civilian non-combatants murdered by security forces in 1983 was 5,142. The number murdered by guerrillas was 63.

There are five international human rights treaties on the books, signed but not ratified by the United States — conventions on the prevention and punishment of genocide, on the elimination of racial discrimination, on human rights, on civil and political rights and economic, social and cultural rights. The Reagan administration has failed to take a public position on any of these, and Mr. Reagan is the first U.S. president in 23 years who has not tried to persuade Congress to ratify the genocide treaty.

The Reagan administration, to be fair, has a rationale for what it is doing. Mr. Kirkpatrick elaborated it in his celebrated, November 1979 "Commentary" article, in which he argued the distinction between "traditional authoritarian" regimes and "totalitarian" regimes. There is much truth in this. Undoubtedly there has been more flexibility under Latin American dictators than under East European Communism.

No military regime in Latin America has lasted a generation, and even in the human rights groups and critical newspaper reporting have survived, to varying degrees. Nevertheless, where Mrs. Kirkpatrick went badly wrong was in ignoring the severity of torture, kidnapping and murder in Latin America. This attitude has been underlined by the formal decision of the Reagan administration to shift the emphasis of human rights policy to "political rights," playing down human abuse, supporting countries where even a tenuous case can be made that there is movement toward democracy.

This has been successful to the degree that it has reassured the public and taken the sting out of congressional oversight. If the administration is fighting for democracy, as in El Salvador, then concern about death squads and torture must take a back seat. Once democracy arrives and communist influence is removed, the rest should follow.

The virtue of the Reagan policy is that it is cohesive. Jimmy Carter, who talked ceaselessly about human rights and encouraged much of the legislation that Mr. Reagan is pushing aside, seemed to have no sense of priorities, no clear rationale for the exceptions he made. By the end, Mr. Carter was throwing his weight behind the Salvadoran junta and initiating the military commitment that Mr. Reagan has built on.

Yet this criticism misses an important point. The world, however much it may puff and protest, does admire the United States when it stands up for human rights. What Mr. Carter did was to set a tone that countries found themselves, willy-nilly, being compelled to imitate. Countries as diverse as Brazil, Nigeria, Peru and Upper Volta were influenced by it.

The Reagan administration has done the cause of freedom a disservice. Sadly, there is no political leader in sight who seems to have a better alternative.

International Herald Tribune.

## INTERNATIONAL HERALD TRIBUNE

JOHN HAY WHITNEY, Chairman 1958-1982

KATHARINE GRAHAM, WILLIAM S. PALEY, ARTHUR OCHS SULZBERGER  
Co-Chairmen

LEE W. HUEBNER, Publisher  
Executive Editor: RENÉ BONDY  
Editor: FRANÇOIS DESMAISONS  
Deputy Editor: RICHARD H. MORGAN  
Associate Editor: STEPHAN W. CONAWAY  
Deputy Publisher: ISMAEL A. SARE  
Director of Circulation: Wallisellen, Switzerland.  
Director of Advertising: Director of Operations

Philip M. Foiese, Walter Wells, Robert K. McCabe, Samuel A. J., Carl Gewirtz  
International Herald Tribune, 181 Avenue Charles-de-Gaulle, 92200 Neuilly-sur-Seine, France. Telephone: 747-1265. Telex: 617118 (Herald). Cable: Herald Paris.

Directeur de la publication: Walter N. Thayer  
Gen. Mgr. Asia: Alain Lecour, 24-34 Hennessy Rd., Hong Kong, Tel. 5-285618, Telex 61170.  
Managing Dir. U.K.: Robin MacKinnon, 63 Long Acre, London WC2, Tel. 836-4902, Telex 262009.  
S.A. au capital de 1,500,000 F. RCS Nanterre B 73201126. Commission Paritaire No. 3423.  
U.S. subscription: \$390 yearly. Second-class postage paid at Long Island City, N.Y. 11101.  
© 1984, International Herald Tribune. All rights reserved.



Herald Tribune

## WEEKEND

May 25, 1984

Page 7

## Front and Center, the Hotel Concierge

PARIS—Of all the personnel in grand hotels, the most intimidating is usually the hall porter or concierge—multilingual, omniscient, trimly uniformed with his lapel insignia of crossed gold keys, always too busy and often too brusque. By tradition the concierge is a know-all. The current view in the hotel trade is that he should also be a father figure.

"When the guest arrives he is greeted by the doorman and given his room. When he gets into his room he feels like an orphan," says Jean Gillet, his cheery round face saddening at the solitude of the long-distance traveler. What the orphaned guest should do, Gillet says, is go

## MARY BLUME

right down and introduce himself to the concierge and tell him how long he is staying and that he counts on the concierge to make him feel at home. The concierge is there, although not all of them seem to know it, to make the guest's stay a pleasant one.

"The concierge is the private secretary of each guest," Gillet says. The concierge is also looked on these days as the hotel's chief instrument of *fidelitization*, French trade jargon for ensuring repeat stays.

Jean Gillet sees the concierge's role as a noble one because he was one himself, as was his father. Now general manager of the Hotel Meurice in Paris, where he held the golden keys to the concierge's loge from 1955 to 1972, Gillet is, with Paul Bougenane, formerly of the Plaza Athénée, a rare example of the concierge's rising to top executive level. Gillet misses being a concierge a lot. "It was so much more fun," he says with a sigh. "Sometimes I just sneak out of my office and act the concierge."

Raised in the old grand hotel tradition, Gillet is now expert in modern techniques although he claims, for example, that he will not take groups in his hotel. "I don't take groups, but I never refuse people who travel together, even if there are 50 of them." And he is the leader behind a new concept in concierge training: Instead of years of apprenticeship, the concierge of the future will attend a special school for 32 weeks to learn the essentials of the trade.

The new International Concierge Institute will start classes in Paris in October. It is

backed by the Fondation Ferdinand Gillet, a nonprofit organization that Jean Gillet founded in memory of his father in 1982.

The foundation sponsors seminars for concierges—one, on the concierge and the computer, is being held right now in Barcelona, another will take place in New York in June. The school is the most important step so far. "It is," says Jean Gillet, a man not given to boasting, "a unique event in the history of the hotel trade."

The first class will be limited to men and women between the ages of 17 and 25 from European Community countries who have passed entrance examinations and who speak English and, if possible, a second foreign tongue. In addition to field trips and on-the-spot training, they will learn about a variety of subjects from the concierge's viewpoint.

In math, they will study exchange rates, in geography the tourist attractions of major cities. In the field of foreign affairs, they will learn about the policies of leading international hotel chains and in law about responsibilities if a suitcase is lost or a message undelivered. Tuition costs 16,000 francs (about \$1,900), most of which can be covered by a student loan at extremely generous terms.

When Jean Gillet's father trained a youth to become a concierge, the apprenticeship lasted from the age of 12 to 20. The school aims in one academic year to teach just the basics of being a concierge, not the technique for becoming a great head concierge.

"People go to cooking school to learn to cook, out to become Baccus or Troisgros. Some of them may of course become Baccus or Troisgros," Gillet says.

The school also has an American branch in Pomona, New Jersey, which plans to open its doors this summer and which hopes to have 300 students by its second year; other branches are planned in Mexico, West Germany and Britain. Tuition for 900 hours of instruction is \$3,190, including books and uniform, and courses include "Travel Psychology and Sales," "Microcomputer Operations" and "Marketing of Hospitality Services." According to Louis Cress, head of the American branch, there will be less emphasis on foreign languages than in Paris. "Foreign languages are a necessity in New York, less in Des Moines," he says. "They won't be obliged to be multilingual but we will point out that a lack of

languages can limit their incomes." Starting salary for a concierge in the United States, he says, is about \$15,000, which can be doubled by tips. A head concierge earns more.

There are 3,000 concierges in the world, only 60 of them in the United States, Cress says. Surveys indicate that by 1990 the United States alone will need 5,000 concierges—by concierge, Cress is, of course, talking of the hotel professional, not the person called a concierge in fancy New York buildings who is really a superintendent in a necktie.

As the richer countries move from an industrial to a service-oriented society, the concierge is likely to become more and more important. In Europe he has not only the usual duties but increasingly he acts—in the *franglais* that has invaded the hotel business—as *le welcome desk* and *le public relations* of the hotel. He is also into sales: "He sells the hotel's services to the guest, he sells him his city, he sells his country to the world," Jean Gillet says.

Gillet's father, Ferdinand, left the Valais region of Switzerland to seek his fortune in London before World War I. After the war, he became a night concierge at the now-defunct Hôtel du Rhin on the Rue Castiglione, near the Meurice. In 1925 the Hôtel Scribe opened near the Opéra with the intention of rivaling the Ritz, and within six months Ferdinand Gillet was its head concierge, a job he held until he retired at the age of 71 in 1966. "He thought it was the most wonderful job in the world," his son says. Young Jean always entered the hotel by the luggage entrance and was never allowed in the lobby. "Of course that made me decide that when I was big that was where I wanted to be."

In those days, there were many famous concierges—Cacciolo at the Plaza Athénée, Mourelot at the Ritz, Jimmy Stewart at the Dorchester in London, Goodie at the Four Seasons in Munich, Oscar Wirth in Zurich. They were men of influence and discretion.

"A concierge cannot write his memoirs," Jean Gillet says. "One of them tried—he was then head concierge at the George V. My father went to see him and said, 'I think, *cher ami*, that you will never write this book.' He didn't."

When Jean Gillet became head concierge at the Meurice in 1955, he was 33 and the youngest man ever to hold the job. "My father was terrified," Gillet says. The Meurice, now part



Jean Gillet, general manager of the Hotel Meurice, (right) and Daniel Roche, the hotel's chief concierge.

of the Inter-Continental chain, a subsidiary of Grand Metropolitan Ltd., began as a coaching chaise with branches in Calais and London. Trying to cash in on the travel boom after the Napoleonic wars, says Jean Gillet, "M. Meurice began doing *le marketing* in 1836 by claiming to have the only hotel that could receive the British in the manner to which they were accustomed." This meant bacon and eggs and hot-water bottles, Gillet explains.

Today the hotel industry is a strange combination of high-technology marketing techniques and old-fashioned service. The link between the two worlds is the concierge, and the link was made into a chain as long ago as 1938,

when Ferdinand Gillet founded Les Clefs d'Or, a professional organization of English and French concierges that met annually midway between London and Paris at Le Touquet. After World War II he expanded Les Clefs d'Or to include 7 European countries. There are now 4,500 members in 23 countries—all the more reason, Gillet says, to get to know your concierge.

"A client who is known by a Clef d'Or is never alone. We reign over 23 countries," he says.

In addition to meeting their concierge, Gillet wishes that guests would complain more. "If a

guest doesn't like something and doesn't complain, we know we'll never see him again," he says.

The genial Gillet has a special penchant for difficult customers. "Unless people are being really nasty, I can understand how they feel when things go wrong. And there are accidents in this business because it's a human one. The difficult guests are the most interesting—to get thanks from an ordinary guest is pleasant, but to get them from someone who is difficult is a triumph. A really difficult customer is extremely faithful if you please him, and if you please him word gets round and everyone says, 'Gillet is great!'"



## Art Catches the Multinationals' Eye

by Axel Krause

PARIS—To help promote their image with customers, governments, employees and the public, major multinational corporations are increasingly and happily becoming patrons of the arts. From a modest start in the United States in the early 1960s, with David Rockefeller and the Chase Manhattan Bank in the forefront, the movement is booming there and has now gone global—spreading first to Western Europe and gradually to Asia and the Middle East.

The multinationals feel this makes good business sense. As an official of a large U.S.-based company said about the opening of an art exhibition his company sponsored in Paris, "People we invite, such as corporate customers, bring their wives, view the show, meet people and get a well-done catalog—they wind up knowing who was responsible and maybe what we manufacture." In his company's case, the products include military helicopters, a far cry from art.

As patrons, the multinationals receive strong encouragement from financially strained museums and cultural centers and from some governments that, because of heavy budgetary pressure, are willing to overlook political or ideological opposition. France is a notable example. "What you call sponsoring is a European tradition which we are rediscovering now—and most definitely welcoming," says Jack Lang, France's minister of culture.

Such encouragement comes two years after Lang urged a conference of the United Nations Educational, Scientific and Cultural Organization in Mexico by calling for "a real crusade against... financial and intellectual

imperialism." His comment was widely interpreted as a deliberate attack against growing U.S. dominance of the arts internationally, an impression Lang has since tried to correct. Among the steps he has taken is to attend the opening of "Masterpieces of American Painting: 1760-1910," an exhibition that United Technologies Corp. is sponsoring at the Grand Palais here, and to warmly introduce and thank Hubert Faure, the company's senior executive vice president.

Although dozens of companies and banks throughout Europe have long been involved with the arts in their home countries, only some have gone international. Such worldwide support for art museums, theaters, operas, orchestras, television programs, cultural festivals and artistic centers is being given by the following companies: United Technologies, International Business Machines, Olivetti of Italy, Exxon, Philip Morris, Mobil, American Express, Johnson Wax, Warner Communications and Turnac, the Dutch tobacco group. Many operate through foundations, reporting to the parent company's vice president for culture.

Most of their spending is still done in the United States, where it totals about \$1.5 billion annually. The amount of money spent outside the United States is relatively modest, about \$100 million annually.

"This kind of corporate support is still somewhat marginal for us over here," Lang explains in an interview, "but the multinationals are helping set the example." He notes that three sponsored exhibitions in Paris are drawing large crowds—"Masterpieces of American Painting" and "The Treasure of St. Mark's" (United and Olivetti, respectively, both at the

Grand Palais) and the Bonnard show at the Pompidou Center (IBM).

"Our hope is that it will encourage French companies to do the same," Lang says, adding that companies such as Elf Aquitaine, Credit Agricole, Credit Lyonnais and Renault have already started. As government ministers are doing in some other countries, Lang is pressing the Finance Ministry to expand tax advantages for companies and banks that sponsor the arts. Mainly these credits take the form of deductions from total sales or profits, a widespread practice in the United States, where the deductible limit was recently raised to 10 percent of pretax profits.

In European countries, the lack of financial incentives—or of awareness that they exist—is a definite handicap for culture officials, planners and curators. "The fact that corporations do not realize there are financial incentives is definitely a technical obstacle," says Henry Pillsbury, executive director of the American Center in Paris. "But it goes further, since this also hinders their realizing that there are other advantages to getting involved in the arts."

Indeed, many companies do not feel that art sponsorship fits into corporate strategy. "Most British companies, including the largest, still view support of the arts as charity," says Colin Tweedy, director of the Association for Business Sponsorship of the Arts. Grouping 130 companies and banks based in Britain—including Midland, Barclays and National Westminster banks, Marks & Spencer, Sainsbury, Shell Oil and British Petroleum—the association spent about £14 million (\$19.3 million) last year to support cultural activities. Con-

## Grazie, Muti — Naples Marks A Homecoming

by David Stevens

NAPLES—No matter what else happens during the rest of the Philadelphia Orchestra's tour of Europe, there is unlikely to be anything to compare with the emotion-packed pair of concerts here this week. It was the Philadelphia's first visit to this city, and for Riccardo Muti, the orchestra's music director, it was both a musical homecoming and a family reunion.

Despite Muti's status as a local boy and the fame of the orchestra he has now headed for four seasons, he looked forward to this stop on the tour with a certain apprehension. "This is an emotional public, but it is not an easy public," he said when the music-making was over. "After all, Caruso was booed when he first appeared here and he never came back, and he was Neapolitan."

Nonetheless, the public that packed the historic Teatro San Carlo gave Muti a triumph in its own fashion, reserved at first and then with mounting enthusiasm, peppered with individual comments fired with impeccable timing into moments of silence—the same kind of timing it takes to cross a busy street on foot here, even with the help of a green light.

"Welcome," barked one stentorian member of the audience as Muti first appeared on stage Monday. After he led the orchestra through Franck's D-minor Symphony and a virtuoso performance of Mahler's First Symphony, the general applause was sprinkled with cries of "Muti" and "grazie," until one ringing voice from the back of the audience made the message clear: "Thank you for coming back to us."

Muti gravely thanked the public in his name and that of the orchestra, then galloped his troops through an encore, the Spanish Dance from Tchaikovsky's "Swan Lake."

The next evening was more of the same as Muti led the orchestra through a musically demanding program—Bartok, Hindemith and Schubert's Ninth Symphony—that showed off the Philadelphia's strength in every department. And when it became clear that Muti and the orchestra were going to deliver an encore, there were again calls of "grazie"—one man even thanked the theater's director, presumably for bringing Muti back in the first place—until finally the conductor turned with a little smile and said "Prego," which conveyed both a polite "You're welcome," and a "Can we begin now?"

And when the audience recognized the opening notes of the overture to Verdi's "La Forza del Destino"—the only Italian and the only opera work of the two evenings—a gasp of pleasure and anticipation swept through the theater. The ovation that followed it did not end even when Muti took the musicians offstage with him; he had to return alone before the public was finally satisfied.

The 43-year-old Muti was born in southern Italy and brought up in Naples, where as a teenager he studied at the San Pietro a Maiella Conservatory before going to Milan to continue his musical studies. He has not often come back here as a performer, so this was a special occasion, attended on both evenings by a large family contingent headed by his father, still a practicing doctor here in his late 70s.

"I sort of disappeared during the '70s when I was in London with the Philharmonia Orchestra," Muti recalled. "Then in 1980, after the earthquake, they called and asked me to please come help, with any orchestra I wanted. I said I wanted to conduct the San Carlo Orchestra, and I think this was much appreciated, and when I came onto the stage someone in the audience shouted, 'We had to wait for an earthquake to get you back here.' I felt a little bit guilty."

So he made a point of starting the Italian part of this tour in Naples, and in 1985 he will conduct opera here for the first time, opening the San Carlo's operatic season with a new production of Verdi's "Macbeth."

"There has been so much tragedy and so many problems here, I thought that it was my duty now that they are trying to improve the situation at the theater."

But his principal artistic home remains Philadelphia, where he has four seasons to go on his present contract and where he feels deeply committed to both orchestra and community—a relationship that he says will not be affected by his future musical directorship of Milan's La Scala. It was clear here that there still is a honeymoon relationship between Muti and this orchestra that has known only two other music directors in the last seven decades—Leopold Stokowski and Eugene Normandy.

"He has been music director only since 1980," said Norman Carol, the orchestra's concertmaster since 1966, "but he has been with us regularly since 1972. We saw something special in him right away. He



Riccardo Muti.

began as a fantastic talent and he has grown with the orchestra. He has refined the sound that was there and, for instance, made us a much better Mozart orchestra than in the past." For Carol, Muti is "touched by God," an artist with musical understanding beyond his years.

Joseph de Pasquale, for 20 years the orchestra's principal violist, a veteran of the Koussevitzky, Munch and Leinhardt eras in the same post with the Boston Symphony and one of three brothers in the Philadelphia Orchestra, agrees in more down-to-earth terms. "He has given us a wonderful vitality, injected us with fresh blood," de Pasquale says. "He is not only a great conductor—and I have seen many conductors—he is talented beyond words, musically, in temperament and technique. He is the best thing that ever happened to us. We have been criticized for not picking an American to succeed Ormandy, but we picked the best—in the eyes of the orchestra, the directors and the public."

Like many of the musicians, de Pasquale pooh-poohs the notion of a "Philadelphia sound." The orchestra can produce any sound a conductor wants, he says. Whenever Muti wants, Muti gets. De Pasquale is also enthusiastic about shifts in the orchestra's repertoire, especially toward opera—concert performances of "Macbeth" were the major event in the Philadelphia's recent season. "It's a new repertoire for us, and a revelation for me at my age."

As for the Naples concerts, he adds, "We have been looking forward to doing our best here, in Muti's hometown, and as for the public reaction I can remember only one thing like it—when the Boston Symphony first went to Russia." De Pasquale himself, along with such other orchestra members of Italian origin as Anthony Gigliotti, principal clarinetist for 35 years, has been the object of concentrated attention in the Neapolitan press.

In Philadelphia, Muti says, "I am trying to enlarge the repertoire in the direction of more classical and baroque and contemporary music, to go with the romantic works, and I am trying to attract a different kind of public. We have opened our dress rehearsals to students, and not just music students."

The orchestra's range this past season encompassed not only the spectacular "Macbeth" performances, but also a final series of concerts that concentrated on Vivaldi, using almost all the orchestra members in rotation. And he is pleased too that since he took over as music director, the list of subscribers has grown from 19,000 to 33,000.

Muti, who likes to spend as much time as he can with his wife and three children at home in Ravenna, Italy, sees his appointment as music director of La Scala as simplifying his life.

"I will be four months a year in Philadelphia, and instead of running around the world conducting opera, it will all be at La Scala," he says. "Also, at La Scala, I am mainly responsible for the quality of the orchestra, but there are also an artistic director and general manager for the theater."

The orchestra's tour continues in Florence, Friday; Turin, Sunday; Milan, Monday; Verona, Tuesday; London, Wednesday; Berlin, June 1, and Paris, June 2.

Continued on page 9



## TRAVEL

## INTERNATIONAL DATEBOOK

## AUSTRIA

VIENNA, Bösendorfer Hall (tel: 65.66.51).  
 RECITAL — May 28: Noriko Yamashita piano (Beethoven, Berg).  
 EXHIBITION — To May 27: "The Orientalist: Delacroix to Matisse."  
 THEATRE — Through May:  
 "Sleuth" (Shaffer).  
 CONCERTS — May 30 and 31: London Philharmonic Orchestra, Vladimir Ashkenazy conductor and soloist (Beethoven, Mozart).  
 OPERA — May 26 and 31: "Carmen" (Bizet).  
 May 27 and 30: "Simon Boccanegra" (Verdi).  
 Volksoper (tel: 53240).  
 MUSICAL — May 27 and 30: "Hello Dolly" (Herman).  
 OPERA — May 29: "Martha" (Florent).

## BELGIUM

ANTWERP, Opera Voor Vlaanderen (tel: 25.24.25).  
 Royal Flemish Opera — May 27: "Rigoletto" (Verdi).  
 BRUSSELS, Opera National (tel: 218.12.11).  
 May 27 and 30: "Idomeneo" (Mozart).  
 GRIENT, Opera Voor Vlaanderen (tel: 25.24.25).  
 Royal Ghent Opera — May 26 and 27: "La Serva Padrona" (Pergolesi).  
 LASNE, Galerie Beaumont (tel: 633.38.40).  
 EXHIBITION — To May 27: "Jean Miro: Woodcuts and Prints (1957-79)".  
 Travers (tel: 218.40.86).  
 JAZZ — May 28: Gulfstream Septet, Yves van de Putte flute.  
 May 31: Peter Hermans Trio.

## DENMARK

COPENHAGEN, National Museum (tel: 285.34.75).  
 EXHIBITION — To Oct.: "The Journey to America."  
 Tivoli Hall (tel: 15.10.12).  
 RECITAL — May 26: John Winter piano (Beethoven).  
 CONCERTS — May 27: Radio Light Orchestra, Ole Schmidt conductor (Schubert, Beethoven).  
 May 28: Tivoli Symphony Orchestra, Eilert Eckart-Hansen conductor (Dittersdorf).  
 May 29: Västernas Chamber Orchestra, Harry Dangard conductor (Dvořák).

## ENGLAND

LONDON, Barbican Centre (tel: 628.87.97).  
 Barbican Hall — May 29: London Symphony Orchestra, David Atherton conductor (Mahler).  
 Barbican Theatre — To June 10: "Capital Painting."  
 To June 2: "RIBA: 150 Years Festival of Architecture."  
 Sculpture Court — Royal Exchange Theatre Co. — To May 31: "Hamlet" (Shakespeare), with Robert Lindsay.  
 British Museum (tel: 636.15.55).  
 EXHIBITIONS — To Aug. 19: "Chinese Ivories from the Shang to the Qing."  
 To Sept. 2: "Masterpieces of Wedgwood."  
 To Aug. 19: "Master Drawings from Fra Angelico to Henry Moore."  
 To Sept. 2: "The Ancient Olympics."  
 Coliseum (tel: 836.31.61).  
 London Festival Ballet — May 26: "Coppélia" (Tchaikovsky).

Hayward Gallery (tel: 928.57.08).  
 EXHIBITION — To July 8: "English Romanticism 1800-1850."  
 National Theatre (tel: 928.22.52).  
 Cottesloe Theatre — To May 28: "Animal Farm" (Orwell).  
 Royal Academy of Arts (tel: 734.90.53).  
 EXHIBITION — To May 27: "The Orientalist: Delacroix to Matisse."  
 Royal Opera House (tel: 240.10.66).  
 Royal Opera — May 26, 29, 31: "L'Elisir d'Amore" (Donizetti), Sir Geraint Evans baritone, Gabriele Bellini conductor.  
 Tate Gallery (tel: 821.13.13).  
 EXHIBITIONS — To May 28: "The Pre-Raphaelites."  
 To July 9: "Beckmann's 'Carnival'" (1921).  
 Victoria and Albert Museum (tel: 589.63.71).  
 EXHIBITION — To Aug. 19: "Korean Graphic Arts."  
 Westminster Abbey (tel: 493.74.63).  
 CONCERT — May 29: "Messiah" (Handel), Westminster Abbey Choir/Academy of Ancient Music, Simon Preston conductor.  
 Wigmore Hall (tel: 935.21.41).  
 RECITALS — May 28: Erich Gruenberg violin, David Wilde piano (Beethoven).  
 May 29: Susan Milan flute, Melvyn Tan harp/piano, Gillian Thoday cello (Handel, Vivaldi, Bach).  
 May 30: Schubert Ensemble of London (Hummel, Schumann, Schubert).  
 May 31: Nicholas Logie viola, Susan Tomes piano (Brahms, Schumann, Bartók).

## FRANCE

PARIS, American Center (tel: 321.42.20).  
 JAZZ — May 27: Irene Aebi cello, Steve Lacy and Steve Potts sax.  
 SYMPOSIUM — May 29: "The Architecture of Houston."  
 Bobino (tel: 322.74.84).  
 BLUES — May 26: Luther Allison.  
 Centre Georges Pompidou (tel: 277.12.33).  
 EXHIBITIONS — To May 28: "Image and Imagination in Architecture."  
 Le Petit Journal (tel: 326.28.59).  
 JAZZ — May 29: Claude Bolling Trio.  
 May 31: Cyril Jazz Band.  
 Musée du Grand Palais (tel: 261.54.10).  
 EXHIBITION — To June 11: "Masterpieces of American Painting 1760-1910."  
 Musée du Louvre (tel: 260.39.26).  
 EXHIBITION — To Sept. 1: "French and Italian painters of the 17th- and 18th-Centuries."  
 Musée Rodin (tel: 705.01.34).  
 EXHIBITION — To June 11: "Casimir Drouot."  
 New Morning (tel: 523.51.41).  
 JAZZ — May 31: Stan Getz Quartet.  
 OPERA — May 26: "Iphigénie en Tauride" (Gluck).  
 May 29 and 31: "Boris Godunov" (Mussorgsky).  
 Salle Gaveaux (tel: 563.20.30).  
 RECITAL — May 28: Gundula Janowitz soprano, Jean-Pierre Walzer violin (Rachmaninoff, Handel).  
 CONCERT — May 29: Concert des Grandes Ecoles (Bizet, Ravel, Haydn).  
 Théâtre des Champs-Élysées (tel: 723.36.77).  
 CONCERT — May 28: National Orchestra of France, S. Ozawa conductor (Ravel, Debussy).  
 RECITAL — May 29: Maurizio Pollini piano (Schumann, Chopin).  
 Théâtre Maubert (tel: 233.43.66).  
 THEATRE — To June 16: "Food for Love" (Shepard).  
 Théâtre Musical de Paris (tel: 261.19.53).  
 BALLET — May 26 and 27: "La Vie Breve" (Fétil).

## HONG KONG

HONG KONG, City Hall (tel: 526.47.54).  
 CONCERT — May 26: Hong Kong Philharmonic Orchestra, Sir Charles Groves conductor, Aaron Rosend soloist (Mozart, Lalo, Debussy).  
 RECITAL — May 27: Robert Silverman piano.  
 Museum of Art (tel: 522.41.27).  
 EXHIBITION — To May 27: "Hong Kong Pottery Today."

## ITALY

FLORENCE, Teatro Comunale (tel: 21.62.53).  
 CONCERTS — May 26 and 27: Israel Philharmonic Orchestra, Leonard Bernstein conductor (Scriabin, Mahler).  
 May 28: Berlin Radio-Symphony Orchestra, Riccardo Chailly conductor (Ravel, Schubert).  
 SYRICO, Orchestra Riccardo Chailly conductor (Bartók, Mahler).  
 MILAN, Teatro alla Scala (tel: 80.91.20).  
 OPERA — May 27: "Don Pasquale" (Donizetti).  
 CONCERT — May 28: Philadelphia Symphony Orchestra, Riccardo Muti conductor (Bartók, Mahler).

## JAPAN

## JAPAN

TOKYO, Matsuo Museum of Art (tel: 437.27.87).  
 EXHIBITION — To July 1: "Forces from China and Persia."  
 Shinjuku Bunka Center (tel: 369.70.20).  
 Tokyo Opera — May 26: "An Actor's Revenge."  
 YOKOHAMA, Kanagawa Kenritsu Ongakudo (tel: 241.31.31).  
 CONCERT — May 31: Japan New Symphony Orchestra, Yoshitaka Tanaka conductor (Mozart, Brahms).

## NETHERLANDS

AMSTERDAM, Concertgebouw (tel: 7.53.45).  
 CONCERT — May 26: Amsterdam Philharmonic Orchestra, Paavo Berglund conductor (Beethoven).  
 Rijksmuseum (tel: 632.21.21).  
 EXHIBITION — To May 27: "Hiroshima and the Utagawa School."  
 Stadschouwburg (tel: 24.23.11).  
 Netherlands Dance Theater — May 29 and 30: "Squares"/"Hi-Kyo"/"Septet"/"De Anatomische Les."

## NORWAY

BERGEN, International Festival (tel: 32.04.00).  
 THEATRE — May 26 and 27: "The School for Scandal" (Sheridan).  
 CONCERTS — May 28 and 29: Warsaw National Philharmonic Orchestra, Tadeusz Strugala conductor (Schubert, Mozart).  
 JAZZ — May 27: Stan Getz.  
 OSLO, National Opera (tel: 42.77.24).  
 BALLET — May 26: "The Tempest" (Nordheim).

## SPAIN

MADRID, Teatro Real (tel: 248.38.75).  
 CONCERTS — May 30: Orchestra of 18th Century Music, Franz Bruggen conductor (Haydn, Mozart, Beethoven).  
 May 31: Berlin Radio Symphony Orchestra, Riccardo Chailly conductor (Ravel, Bruckner).

## SWITZERLAND

BASEL, Stadtcasino (tel: 23.66.57).  
 CONCERT — May 27: Radio-Symphony Orchestra, Matthias Bamert conductor (Mozart, Debussy).  
 GENEVA, Little Theater (tel: 26.13.89).  
 THEATRE — May 26: "Tribute" (Slade).  
 MARTIGNY, Fondation Pierre Gianadda (tel: 026.39.78).  
 EXHIBITION — To October 7: "Rodin."  
 ZÜRICH, Kamsthaus (tel: 251.67.65).  
 EXHIBITIONS — To June 6: "Gustave Courbet."  
 May 30-July 15: "Kandinsky: 1915-1925."  
 Tonhalle (tel: 201.15.81).  
 RECITAL — May 29: Jeffrey Swann piano (Haydn, Chopin, Debussy).

## UNITED STATES

NEW YORK, Guggenheim Museum (tel: 360.33.00).  
 EXHIBITION — To June 3: "Michael Singer."  
 Museum of American Folk Art (tel: 581.24.74).  
 EXHIBITION — To June 17: "The Keene Eye."  
 WASHINGTON D.C., Freer Museum (tel: 357.27.00).  
 EXHIBITION — To Dec. 1: "Whitman."  
 Museum of American History (tel: 357.27.00).  
 EXHIBITION — To May 30: "The Metropolitan Opera Centennial."

## WEEKEND

## CLUBS

## club 79

tea dances from 4 to 7 p.m.  
 every day.  
 RETRO gala nights  
 every Thursday, 9 p.m.-3 a.m.  
 DISCO special from 10 p.m.-down  
 Friday and Saturday.  
 79, Champs-Élysées, Paris.  
 Tel: 723.68.75.

## CLUBS

## POUR LA PREMIERE FOIS EN EUROPE

## LE SPECTACLE QUI FAIT FUREUR AUX USA

## Hot Shock

20 H Diner d'été  
 20 H Premier show  
 400 F  
 24 H Champagne  
 et fête show  
 275 F  
 Tous les soirs sauf lundi

THE FABULOUS FERCO  
 MASTERS OF MAGIC  
 UN SPECTACLE  
 DE FREDERIC APCAR

HOT SHOCK  
 LAS VEGAS A PARIS  
 78, Champs-Élysées - Paris - Réservations 359.09.99 et agences

## EVENTS

A special silver coin issued  
 to commemorate the  
 25th Anniversary of the  
 Coronation of His Highness  
 Marjorie II of the Royal  
 and Imperial House  
 of Serbia and Bosnia (in exile).

This celebration will be held in Rome in the summer of 1984 and  
 His Royal Highness will raise some personalities to nobility.  
 Would you like to participate?

ROYAL AND IMPERIAL HOUSE OF SERBIA  
 AND BOSNIA (in exile)  
 115, Boulevard de la Chapelle, 75018 Paris



The Duomo in Milan.

## Duomo 'Problem' Troubles Milan

by James M. Johnson

MILAN — "Utopian," "complete banality," "useless expenditure of public funds," "It's enough to get rid of the pigeons." "I like it as it is" and "Grass is more beautiful, healthier and less expensive."

Those were only a few of the hundreds of responses by Milan residents to a series of proposals on how to solve the "problem" of the Piazza del Duomo, the large square in the center of the city that is dominated by its cathedral, a brilliantly white hedgehog of Gothic pinnacles and statues from the baroque period and later.

Many Milanese were startled to learn that there was a problem. But there was no doubt in the minds of the city fathers and numerous architects and designers. In their view, the square desperately needs to be "completed."

The Piazza del Duomo has been around for centuries, although its shape and the style and nature of the buildings surrounding it have altered drastically over the years. It exists primarily as a showcase for the great cathedral but it is also the center of the city's life in nearly all its aspects — commercial, financial, political, cultural and social. To the untrained eye, it seems as complete as any part of an urban network that is subject to constant transformation can possibly be. But, deciding otherwise, the city government called in Enzo Mari, a designer, and instructed him to draw up plans for "completing" the square. Mari is not an architect and his assignment upset the professional fraternity. A counter-movement was soon launched and architects throughout the city and in other parts of Italy rushed to their drawing boards.

Attention was focused primarily on the square's western end. The northern stretch is occupied by the Galleria Vittorio Emanuele II, the huge arcade in a drab classical design that was erected in the mid-19th century and links the square with La Scala opera house. The passage, with its cafes, chic shops and restaurants, is a favorite gathering place of the Milanese and no architect would dare touch it. The Duomo, begun in 1396 and completed — at Napoleon's insistence — between 1805 and 1813, fills the piazza's eastern section.

The south side is edged by the Palazzo Reale, which is now a

museum, and by twin structures of blindingly white stone and abysmal taste erected in the Mussolini years. Many Milanese would like to eradicate the twins but they are as historic in their way as the Duomo.

It is the western end, a long row of rather seedy buildings confronting the Duomo, that sets the architects' fingers itching. There is strong sentiment — at least in official quarters — for cleaning up the western end and, perhaps, sealing it off so that the square will become a self-contained, isolated space.

The construction of a subway station at that end of the piazza provided the excuse, if one were needed, for the launching of a reconstruction program.

In late January, everyone was ready to unveil his plans. The city arranged to display Mari's version of how the square should look in several ground-floor rooms of the Palazzo Reale; the counter-movement set up shop in a hall in the Galleria San Fedele near La Scala.

Mari unveiled plans, drawings and stylized models in shiny gold metal that some observers felt resembled a cross between "Star Wars" and Stonehenge. He offered three projects that ranged from the modest to the elaborate. Some of the 48 designers of the counter-movement were nearly as elaborate.

Both exhibitions attracted huge crowds. A few older Milanese were annoyed by the deliberately provocative proposals of young designers and a few younger visitors were mostly sarcastic about the academicism of some of the older architects. Generally the visitors were polite and studious, with a surprisingly large number filling out the forms provided for the public's reactions.

Most visitors appeared more amused than outraged by the counter-exhibit's most radical proposal. According to the architect, the Duomo should be removed from the piazza, which could then be converted into a vast communal vegetable garden. As for the pinnacles of the cathedral, a retrofitted photograph showed it plopped down in a large, flat, lonely field of sugarbeets somewhere in the Po Valley far from Milan.

Everyone appeared to have a good time and the general conclusion seemed to be that it was a diverting and harmless exercise. Lack of funds and agreement will ensure that little, if anything, will be done to "complete" the Piazza del Duomo.

## Syria Is Hoping for Tourists

by David B. Ottaway

LEPPO, Syria — Agatha Christie, Kemal Ataturk, Charles Lindbergh and Yuri Gagarin have all done it and so have Theodore Roosevelt, Gene Tunney and David Rockefeller. From widely differing eras and sources of fame, these and an array of other celebrities have all come to pass a night or more at the Baron Hotel in this former watering hole of caravans traveling the old Silk Route to China and later of trains joining up from Haifa and Baghdad to make their way to Istanbul.

The guest book, worn and finger-stained, bears their scrawled signatures. Standing in a showcase inside the main salon is a bill dated June 8, 1914, made out to Monsieur Laurence, better known as Lawrence of Arabia, for \$76.70.

Next to the fading hotel bill, under a magnifying glass, is his book, "Home Letters," opened to a page where one can read, "Another letter from this beautiful hotel whose face you must be getting to know by heart."

A living landmark of Syria's Turkish, French and British colonial history, the Baron Hotel today is living mostly on memories. After half a century, the same Mazloumian family still runs the now-shabby hotel, although bad debts and mismanagement have forced its takeover by the Commercial Bank of Syria.

As Krikor Mazloumian, the 75-year-old son of one of the two founders, tells the story, however, it was all the fault of government-fixed prices held so low that it was impossible to make ends meet. Better known to the locals as "Coco Baron," Mazloumian reigns over the hotel, providing it with color, spirit and tales of the past to make up for the barely edible food and distinctly seedy interior.

"We have no pretensions," Mazloumian keeps telling guests by way of apology, between glasses of Armenian brandy that he coaxes from his half-English daughter, Mary, who keeps the bottle under lock and key.

From the moment a guest enters the door of the four-story limestone building on Baron Street in downtown Aleppo, it is clear that a different experience in hotels is ahead: Two overweight golden retrievers with the unlikely names of Caesar and Portia sprawl at the foot of the rickety main staircase, barking fitfully at the guests and each other.

There is no doubt that the main attraction is "Coco Baron," who is a walking encyclopedia of Syria's colonial history and keeps dropping such statements as, "T.E. Lawrence never bought a rug here without first showing it to my father" or "Agatha Christie sat right up there on the balcony writing 'Murder on the Orient Express.'"

As early as the start of the 13th century, it is now a treasure chest of Syrian antiques, Venetian bric-a-brac, Bohemian crystal and Chinese pottery.

Pocher, still alert if hard of hearing, talks haltingly in French as he gives a guided tour of the house. He says it is the oldest European-inhabited house in the Middle East.

Asked why he stays on with only an eccentric housekeeper for company, the old doctor, dressed in a three-piece suit and the befitting an honorary consul, replies simply: "I was born here and had a lot of property, so I want to stay here."

The book handed out to visiting reporters at the Ministry of Tourism starts by remarking that Syria "is both little-known and misunderstood," described by such stereotypes as "a desert country," "a land of nomads" and "a turbulent and warlike country."

There is more than a grain of truth in these

allegations, due largely to Syria's self-promoted image as a front-line Arab state perpetually at war with Israel. Another truth is that Syria could easily become one of the Arab world's main tourist attractions.

Its untapped tourist wealth includes the remarkable stone-voiced market and huge citadel in Aleppo, the sprawling, partly restored Roman city in the desert oasis town of Palmyra, the well-preserved Crusader fortress, the Krac des Chevaliers, in the countryside near Tartus, the breathtaking Omayyad mosque in Damascus and some 3,000 archaeological sites. In addition, some of the Middle East's finest handicrafts, silks and rugs are to be found in Damascus.

After years of neglect and indifference to the country's tourist potential, the government is acting. "It's been a little bit late, but Syria is now ready to receive tourists," says Daqr, the tourism minister. "We have made a lot of investment. We're ready. We have the minimum necessary."

Whether the political climate, now soured by an incipient struggle for succession to the ailing president, Hafez al-Assad, will allow the ministry to reach its goal remains to be seen. But Syria does seem to have "the minimum necessary" in terms of hotels, transportation and services to begin receiving tourists on a much larger scale.

To begin with, there is a string of state-owned, five-star hotels being run by the French chain, Mervén, in Latakia, Aleppo, Palmyra and Damascus, most of which are half-empty. One of the most spectacular new offerings by the Ministry of Tourism is a three-hour car ride from Damascus thanks to a new desert road. Concerts by local and European artists are held Thursdays and Saturdays inside the restored and floodlit Temple of Bel at the center of the Roman ruins.

Daqr says new regulations will make it easier for tourists, particularly those traveling in groups, to get visas — even at the airport. Another problem lies in the potentially conflicting types of tourists. Damascus is flooded these days with thousands of Iranians visiting holy sites. Pious and intolerant, they have on several occasions created incidents by trying to close hotel bars and nightclubs and attempting to put up signs in favor of Ayatollah Ruhollah Khomeini's Islamic revolution.

The Ministry of Tourism has virtually segregated these tourists in special hotels where bars, nightclubs and risqué video films are forbidden and has arranged escorted package tours to keep them from causing trouble for others.

Probably the most important obstacle to attracting tourists, however, is the generally suspicious and obstructive attitude of everyone from customs and airport officials to the ubiquitous plainclothes policemen in the streets toward foreigners, Westerners in particular.

Windcheaters and sweat shirts...  
 they go together  
 and now they're married!

A touch of elegance like this could only come from Lanvin: an ultra-light summer windcheater sold with a shirt to match its lining!

One example: the windcheater is in plain red or navy tulle, with a lining in striped tulle, matched with a sweat shirt in the same stripe.

Acting on the principle of combining comfort and elegance, Lanvin has a whole collection with waistcoats that have long or short sleeves. They are in linen or jersey, and there is a very wide range of designs. However for plain fabrics, there are two dominant colours this year: black and cerise.

LANVIN

15, rue du Fig St-Honoré, 75008 Paris - Tel. 265.14.40  
 2, rue Cambon, 75001 Paris

## WEEKEND

## HOLIDAY &amp; TRAVEL

## AMAZING ZIMBABWE

An extraordinary country...

...in the heart of Africa

There's a whole world to discover: the unique Victoria Falls, the wildlife paradise of Lake Kariba, Great Zimbabwe — ancient evidence of a proud past, and much more. The superb national attractions of Zimbabwe are complemented by a wide range of first-class hotels, rugged safari camps and excellent services. Visit a truly amazing country — amazing Zimbabwe.



Please send me detailed information material about Zimbabwe.

ZIMBABWE TOURIST BOARD

GERMANY: Am Hauptbahnhof 10 D-6000 Frankfurt/M 1 Tel: 061/23 53 81  
 SWITZERLAND: Flughafenstrasse 61 CH-3152 Glatbrugg/Zürich Tel: 01/810 88 88  
 FRANCE: 5 Rue de Tolbiac F-75008 Paris Tel: 01/763 48 31



## TRAVEL

## A Guide to Tipping Tactics Around the World

The following guide offers suggestions on appropriate levels of tipping in the countries listed. In some cases, when neighboring countries have similar tipping practices they have been grouped under one heading. In many places, inflation will very soon outdate exact figures. This is the third and final part of a series; the first article appeared May 11 and the second May 18.

## CHINA

One of the pleasures of traveling in China is that tipping is forbidden. The Communist authorities consider tipping a despicable bourgeois habit that demeans the worker. In hotels and restaurants, the service is part of the price. A waiter or taxi driver does not expect any tip and trying to give him one may be taken as an insult.

But the prohibition against tipping is awkward for a tourist who wants to thank an especially helpful tour guide or room clerk. Far safer than money are modest souvenirs, such as lapel pins, postcards, ball-point pens or cigarettes. Most Chinese welcome something that will help improve their English; guides often appreciate paperback books. Don't offer anything that might be construed as anti-Communist or pornographic. And, if the recipient demurs, don't press your gift.

Christopher Wren

## HONG KONG

## Arrival/Hotel

The porter at the airport would consider 3 Hong Kong dollars (about 40 cents) a bag to be a moderate tip, 5 dollars generous. Major hotels include a 10-percent service charge and tipping is purely discretionary. To ensure that the full amount goes to the service personnel, it is best to tip in cash rather than with a credit card. As a rough guide, doorman and bellman, 2 to 10 dollars; room porter for service beyond the routine, 5 to 20 dollars.

## Taxi

For the ride from the airport, 5 dollars; for a short ride in town, up to 3 dollars.

## Restaurants

Major restaurants include a 10-percent service charge. If the service is good, an additional 5 percent might be added as a tip. When eating or drinking informally, say in a coffee shop, the local custom is merely to leave the change as a tip. However, traditional Chinese restaurants do not include a service charge in the bill, so tipping is necessary. When in doubt, ask the waiter if the service charge is included.

## Personal Services

For a haircut or similar service, 2 to 10 dollars.

## Guide

Driver of tour bus, 2 to 10 dollars; the guide 3 to 10. A personal guide, 10 to 50.

## Tips on Tipping

Hospital workers — nurses and stewards — are sometimes tipped to ensure good service to patients.

Frank Ching

## JAPAN

Japan's basic rule on tipping is easy to remember: Don't bother. In just about every normal travel situation, gratuities are either unnecessary or actually frowned on, the Japanese taking a dim view of open exchanges of cash. The bellman, the hotel maid, the cab driver — none expects a tip, and some, although hardly all, will shake off tourists trying to press a bill into their hands. Hotels and most restaurants add a 10-percent service charge and 10 percent for tax, except perhaps in the smallest diners.

The rule does have exceptions. In inns, give 2,000 to 3,000 yen (\$8.75 to \$13) to the woman who takes care of your room and serves dinner and breakfast. This money should be given at the start of your stay at the ryokan, not at the end, and it should be put into an envelope. The okami-san — hostess — in geisha houses should be paid extra; the money is intended for later distribution among the geisha. Expect to pay a lot; there is no way to visit a geisha house on the cheap.

A little extra to the cab driver for special service or courtesy would not hurt, although the chances of spending much money this way in Tokyo taxis are slim.

Clyde Haberman

## EAST ASIA

South Korea, a way station for many executives, plays by the same basic rule as Japan: no tipping. However, prices and wages are much lower in Seoul and other cities, so taking a rigid stand against a little income redistribution seems an act of high stinginess.

Tipping is relaxed in other Southeast Asian countries, where a service charge is added to the bill. But in Singapore, tipping is prohibited by law and one result is that service can be extraordinarily grudging.

In Thailand, an additional 10 percent in restaurants is generous. Most hotels now include a service charge. Many of the country's service workers are nonetheless quite poor and could use a tip of any size. Substantial tips are expected for any remarkable service, such as a long hot drive or special meal. Thailand is very much a cash society and people who look important don't get tipped — although everyone loves a gift. Whiskey is usually suitable, and cognac is a national passion.

In the South Pacific islands, tipping is frowned upon but not legally banned in New Caledonia and Tahiti, and is discouraged elsewhere as being out of keeping with local traditions of hospitality.

## PHILIPPINES

Certain loose standards have been established by custom; the theory that the 10-percent service charge covers everything is taken seriously and anything on top of that is accepted with a smiling thank-you. In no case, one is assured, would the average Filipino show resentment over a gratuity considered inadequate. Nevertheless, there are some guidelines for the uncertain visitor.

## Arrival/Hotel

The porter at the airport, the hotel doorman who assists with luggage and the bellman who takes it to your room should each be paid a peso (about 7 cents) a bag. A peso or two will suffice for any of the usual hotel services, such as taking laundry or delivering a room-service order. The chambermaid or room porter may be rewarded at the end of a stay at a rate of 2 pesos a day. If the concierge and his staff have been especially helpful, 50 or 100 pesos can be left to be divided.

## Taxi

It is usual to let the driver keep the change for a short trip; tip 10 percent for a longer one.

## Restaurants

You will never go wrong tipping 10 percent. In a top-class restaurant an appropriate tip might be 15 percent, but in the average place you can just leave the change, even if it is less than 10 percent. Captains, wine stewards and the maître d'hôtel need not be tipped. In a really fine restaurant, 5 or 10 pesos for the wine steward, 10 or 20 pesos for the captain and up to 50 pesos for the maître d'hôtel would be suitable, but not obligatory.

## Personal Services

Some people give the barber or hairdresser a 5-peso note no matter what the charge, which may range from 50 pesos in a hotel shop to 15 pesos outside, or tell him or her to keep the change if it comes near that sum. A tour guide may be handed 5 pesos if the service has been routine, 10 if special.

Robert Trumbull

## INDIA

Although tipping is not always expected, it is commonly practiced. The tips given are often low by Western standards.

## Arrival/Hotel

The enthusiastic fellow who picks up your luggage would appreciate 2 rupees (30 cents) a bag in addition to the fee of 1 rupee a bag charged by the Airport Workers Society. A tip to the hotel doorman should be a minimum of 5 rupees at a moderately priced hotel; 10 rupees would be generous. At a luxury hotel 10 rupees is a moderate tip and 15 to 20 is a good one. A bellman at a moderate hotel would be satisfied with 2 rupees a bag, even happier with 5. At a luxury hotel, the rates would be about double.

Chambermaids are known as housekeepers in India; in five-star hotels they are assisted by sweepers and bellmen. Modest tips for them would be about 10 rupees and generous ones would be anything upward of 25 for the entire stay. Most large Indian hotels have a laundry service with a tailor, who for a modest tip of about 10 rupees (he does not usually charge a fee) would fix loose coat buttons and mend a shirt or skirt.

In a smaller place, few women do the cleaning chores; the room waiters and sweepers and bellmen do the work. Five rupees would be an adequate tip for bellmen and others and more than 10 would be quite generous. In most luxury hotels, anything from 2 to 5 rupees is acceptable for the person who shines your shoes while 10 rupees is generous. Half these rates for moderate hotels. For the concierge, about 10 rupees is average while 20 rupees and upward is generous at a luxury hotel. At a moderately priced hotel, 5 rupees is the bottom line while 10 rupees is good.

## Taxi

There are usually no tips for drivers who have metered taxis, nor do the drivers expect any. Drivers of un-metered, privately operated taxis, usually hired for the day, expect a tip of about 20 rupees.

## Restaurants

A waiter at a moderately priced restaurant should receive 5 percent of the check as a moderate tip; 10 to 15 percent is generous. Ten percent is about average for a luxury restaurant while 15 to 20 percent would be considered generous. Liquor is served mainly at high priced hotels and wine stewards can be tipped about the same as waiters at such establishments. It is not customary to tip a restaurant captain or a maître d'hôtel.

## Personal Services

Ten rupees is considered a good tip for a haircut, facial or other beauty treatment.

## Guide

Ten rupees is also about right for a guide in a tour bus, but a private guide should be tipped at least 25 rupees.

Sanjoy Hazarika

## MEXICO

A 100-peso (about 60-cent) tip may increase the daily salary of a Mexican service worker by one-seventh or more and will be greeted happily in most circumstances. The exception is resort areas and hotels catering largely to foreign tourists, where service personnel are more conscious of the dollar exchange rate; tips there tend to be a bit higher.

## Arrival/Hotel

At the airport, 100 pesos is an appropriate tip for a porter whom you ask to help you with your bags, while 50 pesos is fair for the people who gather around the taxi stand and snatch your bags to transport them the three feet from the stand to the car. Doormen are sometimes tipped for hailing a taxi for you, more often not; 50 pesos is considered generous. The doorman who handles your luggage often simply unloads it on a cart and vanishes before you have a chance to tip. If he carries it to the reception desk, 50 to 100 pesos is appropriate. Bellhops should be tipped a minimum of 100

pesos, 150 in better places and tourist areas. This should be increased if you have a lot of luggage; 75 pesos a bag is a fair guideline. Mexicans tend not to tip chambermaids, but foreigners do, at least on stays longer than a night; 500 pesos for a weeklong stay is fair. For unusual service, an extra 100 to 200 pesos is appropriate. Coocierges are almost never tipped unless they provide an exceptional service, such as getting reservations at a restaurant you've just been told is full, in which case you might give 100 to 200 pesos.

## Taxi

Taxi drivers are almost never tipped on short runs and infrequently on long runs, such as the one from the airport to downtown, although 50 to 100 pesos is appreciated if the driver helps you with your bags or provides some special service. The tourist taxis you are likely to hail outside hotels in Mexico City charge outrageous prices by Mexican standards and are not usually tipped.

## Restaurants

The rule of thumb is 15 percent of the cost of the meal. Figuring this is made easy by the 15-percent Mexican sales tax, marked IVA, on your bill. (Do not mistake it for a tip.) Captains seldom receive tips except at the very most elegant places, where 5 percent is appropriate.

## Personal Services

Hair stylists are generally tipped 10 to 15 percent of their fee. Shoe shiners are sometimes tipped, sometimes not; 20 to 30 pesos above the cost of the shine is generous.

## Guide

Private tour guides should be tipped 150 to 300 pesos above the cost of their services; tipping in group tours is less common unless the tour has been exceptional.

## Tips on Tipping

The hotel parking attendant who brings you your car should receive 30 to 50 pesos, particularly if he is likely to handle your car again. In parking lots outside the hotel, 20 to 30 pesos is adequate. For an adult who offers to watch your car on the street, 50 pesos is generally appropriate (if he's still there when you return). Gasoline station attendants usually get a small gratuity of 20 to 50 pesos.

If you commit a traffic infraction and are caught by the police, you may be asked, after an intimidating lecture in Spanish, *Que hace-mos?* — "What do we do?" This is a request for the unfortunately common Mexican tip known as a *mordida*. The government is trying to eliminate this bribery, but it persists. Sometimes, if you insist that the policeman write you a ticket or take you in the police station, the whole issue will be dropped. If this fails and your vacation plans do not include spending time in a Mexican court, *mordidas* commonly are a few hundred pesos, although tourists have been known to have been taken for as much as 2,000.

Richard J. Meislin

## CANADA

When it comes to tipping, the watchword is 15 percent before taxes. The situation is generally consistent throughout Canada, with the exception of Montreal, where a few restaurants add a service charge. Menus in such establishments will clearly announce the charge, but it isn't a bad idea to check with the waiter.

## Arrival/Hotel

Airport porters generally expect 75 cents to 1 Canadian dollar (60 to 75 U.S. cents) for medium-sized bags; doormen who simply get the bags out of a cab and into the hands of a bellman usually get 1 dollar or maybe 2 if the bags are particularly numerous or heavy. Bellmen are generally happy with a 2-dollar tip, or 1 dollar a bag if you are traveling heavy. Experienced travelers often give 5 dollars if they plan a longer stay in a nice hotel. The valet who picks up your laundry is happy with a 1-dollar tip. Most people seem not to tip the mystery man who shines shoes overnight, but he would no doubt appreciate it.

## Taxi

Drivers get 10 percent and generally expect the passenger to round up to the next dollar.



## Restaurants

Though the guideline is 15 percent before taxes, in fancier places 20 percent is not uncommon. Bartenders say 15 percent is common, but most patrons seem to tip somewhat less.

## Personal Services

Barbers are delighted to get a 2- or 3-dollar tip for a 15- to 20-dollar haircut, a standard applying to other such services as well.

Douglas Martin

© 1984 The New York Times

## UNITED STATES

Tips have not been replaced generally in the United States by the service charges usually applied in most other countries. Theoretically, you are free to assess the quality of service and reward it with generosity or parsimony. But this power coexists with Americans' unshakable edness in discussing money. So be prepared to be reminded of your obligations.

In any case, tipping may be less of a problem than you fear because often you may not be able to get any service at all, except from a machine (if it's not temporarily out of service). When Americans are available to provide service, however, they generally provide it cheerfully — and deserve to be tipped well for it.

## Arrival/Hotel

If you are traveling by air, you probably won't have to worry about tipping a porter because you probably won't be able to find one. If a porter does materialize, he will charge a fixed rate, usually posted and usually \$1 a bag. It costs extra if he finds a cab for you ahead of the crowd; pay for it to encourage this kind of initiative in the future.

At the hotel, tip everybody in sight on arrival. Word travels fast and it's good to make a promising impression.

How much? Think in terms of a dollar for normal service: unloading luggage, taking a bag upstairs, booking a restaurant table, delivering your laundry, shining your shoes. If you're staying in a small enough hotel so employees recognize you, tip once for several services.

Room-service waiters expect 15 percent (a dollar a drink is a good rule) and they prefer cash instead of having you write it on the bill. Room-cleaning staff do not expect gratuities except for special services. In a prestigious hotel, give the maid \$10 a week.

## Taxi

Ten percent, rounded up or down for convenience.

## Restaurants

Service is rarely added to the bill as a matter of course. Calculate 15 percent (in New York or Washington, insiders simply double the tax at the bottom of the bill) or as little as 10 percent if you've been really neglected. If you want to make an impression, tip 20 percent. Give barman up to a dollar for a round of drinks, a couple of dollars if he (or more often she) has tossed down the wrestling match on the bar's television at your request.

## Personal Services

Ten percent should do nicely for men's and women's hairdressers and the like. Cloakroom attendants expect \$1 a coat.

## Tips on Tipping

Remember to stay supplied with dollars. In U.S. cities, currency-exchange windows can be few and far between. When you grope for money to tip, the recipients won't want traveler's checks, wampum or foreign money.

Joseph Fitchett

## Where Time Must Have a Start

by Susan Simpson

GREENWICH, England — A brass strip cuts across the cobblestone courtyard at the Old Royal Observatory in this placid town in suburban London. Straddle the strip and you'll have one foot in the Western Hemisphere and one foot in the Eastern. The brass marks the Greenwich meridian, the world's prime reference point for longitude and time.

Every year, thousands of tourists trek through the Royal Park to the clump of buildings high on a hill where the path of the meridian, an imaginary line that arcs across the Earth from pole to pole, can be tracked. This year, visitors will arrive as an anniversary is celebrated. In October 1884, delegates at an international conference in Washington adopted the Greenwich meridian as longitude zero, hence the basis of the world's time zones.

A hundred years later, 99 percent of the countries of the world use time zones based on the Greenwich meridian, says Charles Stott, curator of astronomy at the observatory, which is now a museum. Long-distance travel and global communications are regulated by GMT, Greenwich Mean Time.

The delegates' choice at that Washington conference was not a haphazard one. Greenwich had been associated with the study of longitude since the late 17th century, when Charles II had the Royal Observatory built there. In 1675, the king directed the first astronomer royal, John Flamsteed, to "apply himself with the most care and diligence to the rectifying of the tables of the motions of the heavens, and the places of the fixed stars, so as to find the so-much-desired longitude of places for the perfecting of the art of navigation."

At the time, seafarers could easily find their latitude, calculating how far north or south of the equator they were, but when it came to finding longitude, the east-west coordinates, they were literally at sea.

"To find longitude the astronomers' way, you need to know where the moon is, where the stars are, and you need to have the instruments that can do all the measurements for you," Stott says. "In the 17th century, they didn't have any of these. They knew in theory how to find longitude, but they couldn't do it in practice."

The "so-much-desired" solution to the problem eluded the first astronomer royal and a number of his successors, although the long hours they spent making celestial observations and astronomical calculations gradually pushed out the frontiers of knowledge.

The business of cataloging the heavens clearly did not appeal to everyone. The plaintive commentary of one assistant working in the 18th century is recorded in the old observatory: "Here forlorn, he spends days, weeks and months in the same long wearisome computations, without a friend to shorten the tedious hours or a soul with whom he can converse. He is also frequently up there three or four times in the night... with owls perched on the fir trees in the park below, screaming by way of answer to him when he opens the sliding shutters in the roof of the building to make his observations."

In 1766, the terms of the directive issued by Charles II were met: The fifth astronomer royal, Nevil Maskelyne, produced the first Nautical Almanac, containing "the tables of the motions of the

heavens" as ordered almost a century before. Used in tandem with the newly designed sextant, it allowed navigators to measure longitude at sea with relative ease and speed.

The almanac, published annually, was based on the Greenwich meridian. As more and more mariners began to use it, British and other chart-makers adopted the same base. Since other maritime countries continued to use their own meridians and produce their own charts, some confusion reigned at sea for years.

An important element in determining longitude was finding the time and keeping it with precision. "That's really where the time factor fits in here," explains Stott. "It was almost a by-product of the work on longitude, although it's really what we're known for these days."

The invention of the chronometer, the sea clock, simplified navigators' work immensely. In 1883, a rather ingenious device to help them even more was set up at the Greenwich observatory. It was a time ball, said to be the world's first public time signal, erected on a turret at the observatory. Every day, at 1 P.M., a large red ball dropped down a pole. Navigators on their ships in the River Thames below would watch for the ball to fall, set their chronometers and go to sea with the accurate time.

The absence of a standard time at sea remained a problem. But mariners' headaches paled in significance beside the severe difficulties with time differences ashore.

Communities kept their own times, and the regional differences could be marked. As Derek Howe relates in "Greenwich Time" (Oxford University Press), noon occurred in London 16 minutes before it did in Plymouth and 5 minutes after it did in Norwich.

The arrival of railway and telegraph companies exacerbated the problems. Howe quotes one railway official as complaining in the mid-1840s about "the baby born in London early on Saturday, the news of whose birth could be received in Dublin by telegraph on Friday night."

Relief was at hand. In 1850, the seventh astronomer royal, Sir George Biddell Airy, installed the Transit Circle named after him at the observatory in Greenwich. It was a specialized telescope that measured the movements of stars, making it possible to determine time more accurately. In 1852, the first electric time signals were sent out in Britain. In 1880, Greenwich Mean Time became legal throughout the country and in 1884 it became the global reference point.

After World War II, British astronomers left the smog of Greenwich behind and moved their operations to the Sussex countryside. The old observatory was fitted out with the instruments of the early stargazers and opened to the public as a museum in 1967. But some things haven't changed — the ungainly time ball still makes its daily journey down the pole at Greenwich.

There are London trains to Greenwich, leaving from Charing Cross Station, throughout the day. Or the river boat leaves from Charing Cross Pier, Victoria Embankment, approximately every half hour between 10:30 A.M. and 4:30 P.M.

The observatory is open Monday through Saturday from 10 A.M. to 6 P.M. and on Sunday from 2 P.M. to 5:30 P.M. There is no admission charge.

## Art and Multinationals

Continued from page 7

trasting this with the \$1.5 billion spent in the United States. Tweedy says, "We would hope that more British firms would be more like IBM and United Technologies."

Sounding hopeful, he adds that similar sponsorship organizations have sprung up in New Zealand, Canada, France, Italy and the Netherlands. "We still have a long way to go, but we sense the new interest is spreading... We are planning to expand our own operations and move from Bath to London in early June."

This expansion embraces areas of the globe. Exxon, which spends roughly \$2 million supporting the arts around the world, is among a handful of U.S. companies increasingly active in Muslim countries and in Asia. Exxon was a leading supporter of an exhibition of Islamic art and artifacts that toured the United States for two years. And with Citibank, Exxon is sponsoring a series of concerts by the New York Philharmonic in Singapore in September.

Multinational companies reflect differing styles and approaches to the arts. "We consider support of the arts part of our broader, corporate commitment to social responsibility," says Kaspar Cassani, chairman of IBM Europe. "It all has to do with the corporate image in the broadest sense, which means participating in our surrounding environment, and playing a role in it."

In Europe, IBM supports dozens of local events, such as the Glyndebourne opera festival in Britain, and some multinational events, such as a concert tour by the Orchestra of the 18th Century, which is based in Amsterdam and which plans to visit major European and U.S. cities this year.

IBM is regularly solicited for financial help. "We try to respond, but our approach is... not the 'sprinkler approach,' Cassani says. Art programs, such as sponsorship of the Bonnard show, are financed from IBM's "corporate responsibility" budget, covering the arts, sciences, medicine and humanitarian causes, such as helping the Red Cross in Stuttgart buy an ambulance. This budget totals \$115 million worldwide, with \$25 million spent in Europe.

As is often the case, the financial support is not indispensable to the exhibit itself. "We would have done Bonnard anyway," says Dominique Bozo, director of the modern art

museum at the Pompidou Center, "but IBM's help, which originated in the United States and involved the Dallas Museum of Art and the Phillips Collection in Washington, [where the exhibition also will be shown] is helping us do other things," such as organizing later exhibitions.

Bozo would like to see companies shift their support from exhibitions to what he terms "long-range, direct involvement" — specifically, to helping museums build collections. "It would be extremely useful if they would become interested in helping us purchase works for permanent collections," he suggests. This does not appear to be in the cards.

Companies generally get maximum mileage out of such high-profile events as the openings of art shows, which often are attended by high-ranking government officials, business and banking leaders, customers and influential journalists. "This is useful, appreciated and classy," commented Raymond D'Argenio, United Technologies' senior vice president for communications, during the well-attended American art show opening. His company spends about \$3.5 million in supporting the arts in the United States and abroad.

The catalog of American Folk Art, another United Technologies exhibition, was presented by President Ronald Reagan to each head of government attending the economic summit of industrialized nations in Williamsburg, Virginia, last year. "It was the official U.S. gift... with a covering letter of introduction by our chairman, Harry Gray," D'Argenio says. "You simply cannot buy that kind of exposure."

And when "Whisper's Mother," which the Louvre lent to the American art show, was shown in Washington, it made what he calls a "big, national splash.... Its return to the U.S. made the nightly television news and the big magazines, with fallout for other arts."

Such efforts occasionally raise eyebrows or touch off minor incidents. Well-remembered by art curators is the speech one sponsor gave at what was scheduled to be the opening of a major art show in the United States; instead of talking about paintings, he launched into a sales pitch for his company's products.

The corporate connection takes many forms. Olivetti, Italy's largest electronics company, coconcentrates on supporting Italian

arts and their restoration, such as the bronze horses from St. Mark's Basilica in Venice. Olivetti has contributed roughly 1 billion lire (about \$380,000) to restore frescoes in the Brancacci chapel in Florence, about half the amount spent by the Italian government annually for restorations.

Olivetti attempts to link art and industrial design, a key factor in its marketing efforts. "We give the guarantees, the financing, but that is not all, since our computers are also used in the restoration efforts," says Paolo Viti, the company's director of design. "And when all the work is done, and people are viewing the results in museums around the world, we think the message gets across — that imaginative design in our products is linked to culture and the arts. It is a way of promoting the corporate image."

Then there is the Turnac approach. To improve the work environment for its employees, the Dutch tobacco company funds the Peter Stuyvesant Foundation, which has purchased and exhibits on its premises hundreds of contemporary paintings and sculptures by artists from 35 countries.

About 700 works are displayed at Turnac's cigarette factory in Zevenaar and at its headquarters in Amsterdam, and are rotated throughout the company's offices in Belgium, France and Switzerland.

"This effort clearly is not designed to get people to smoke more, nor to buy our cigarettes, and there are no tax advantages," says J.C. de Vos, who is in charge of the collection. "Another tobacco company, Philip Morris, has been sponsoring the arts for 25 years under the motto, 'It takes art to make a company great.' Philip Morris is not bashful either about its products. During a recent reception marking its financial support for a jazz program at the American Center in Paris, company hostesses distributed free cigarettes."

"We have a broad, international art-support program, and we also want people to know what we do," says Alain Fernandez, deputy general manager of Philip Morris France.

The nonprofit cultural center was delighted with the financial support. "We are just getting started with corporate patronage," says Pillsbury, its executive director, "and all the help we can get is welcome." But, he quickly adds, "It is also a learning process on both sides."



NYSE Most Actives					
Symbol	Vol.	High	Low	Close	Chg.
IBM	1,024,000	112.00	111.00	111.00	-1.00
AT&T	1,024,000	44.00	43.00	43.00	-1.00
GE	1,024,000	28.00	27.00	27.00	-1.00
AMC	1,024,000	15.00	14.00	14.00	-1.00
...	...	...	...	...	...

Dow Jones Averages					
Index	High	Low	Close	Chg.	%
Indus	113.29	112.15	112.15	-1.14	-1.00
Trans	44.37	43.72	43.72	-0.65	-1.46
...	...	...	...	...	...

NYSE Index					
Index	High	Low	Close	Chg.	%
Composite	102.18	101.55	101.55	-0.63	-0.61
...	...	...	...	...	...

NYSE Closing					
Vol.	4 p.m.	Prev.	4 p.m.	Vol.	Prev.
...	...	...	...	...	...

AMEX Diaries					
Index	High	Low	Close	Chg.	%
...	...	...	...	...	...

NASDAQ Index					
Index	High	Low	Close	Chg.	%
...	...	...	...	...	...

AMEX Most Actives					
Symbol	Vol.	High	Low	Close	Chg.
...	...	...	...	...	...

12 Month High Low Stock Div. Yld. PE St. 50s High Low Close Sent. Chg.									
22%	15%	10%	5%	1%	1%	1%	1%	1%	1%
...	...	...	...	...	...	...	...	...	...

# Dow Sinks to a 15-Month Low

**The Associated Press**

**NEW YORK**—A sell-off of banking issues paced a broad retreat in stock prices Thursday, raising Wall Street's losses on paper to \$75 billion over the past six sessions and dragging the Dow Jones average of 30 industrial stocks to a 15-month low.

"In this market, greed has been extinguished and fear and panic has been substituted," said Robert Stovall, an analyst at Dean Witter Reynolds Inc.

With more than 1,300 stocks falling in price, declines outpaced advances by better than 4-1 on the New York Stock Exchange. The NYSE's composite index of all its listed stocks fell 1.14 to 86.95.

The Dow Jones industrials fell 10.37 points to 1,103.43, bringing its losses to 49.73 points since May 16. It was the lowest close for Wall Street's best-known indicator since Feb. 23, 1983, when the average stood at 1,096.94.

An hour before the close, the stock market's best-known indicator briefly dipped below 1,100 before regaining some lost ground.

The latest worries to hit Wall Street centered on the financial system, with a dozen bank stocks falling to 52-week lows.

Last week, the government engineered a multi-billion dollar rescue operation for Continental Illinois National Bank & Trust, which had suffered a run on deposits amid concern over its stability.

And on Thursday, unsubstantiated rumors surfaced at home and abroad of new financial difficulties within the U.S. banking industry. Continental Illinois slipped 1/8 to 8, and other big banks fell further.

Among banking institutions falling to new lows, Manufacturers Hanover, which denied there were any problems, plunged 3 1/2 to 27 1/2. Bank of Boston dropped 2 to 31 1/2. Bankers Trust fell 1 1/2 to 38, Chase Manhattan dropped 1 to 40 1/2, Citicorp was off 1/4 at 29 1/2 and Security Pacific slid 1/4 to 41 1/2.

Meanwhile, the high level of interest rates remained as "the overriding factor in this market," said Hildegard Zagorski, a market strategist at Prudential-Bache Securities.

Until interest rates retreat from current levels, bonds will remain more attractive than stocks and fears will build about the durability of the economic recovery, analysts said.

Essex, which agreed to be acquired by Beatrice Foods for a sweetened bid of \$60 a share, rose 1/2 to 58 1/2 to a 52-week high as the most active common stock in the 4 p.m. EDT close of the NYSE. More than 2.7 million shares changed hands.

Beatrice Foods was up 1/2 to 28 1/2. Meanwhile, a block of 3.75 million shares of Chrysler preferred stock traded at 23 1/2 a share, leaving that issue unchanged on the day.

International Business Machines, often a market leader because of its prominence in investment portfolios, slipped 1/2 to 107.

Standard & Poor's index of 400 industrial stocks fell 1.21 to 171.67, and S&P's 500-stock composite index was off 1.92 at 151.23.

At the American Stock Exchange, the market value index was off 3.53 at 197.96. The NASDAQ composite index for the over-the-counter market closed at 235.39, down 4.19.

12 Month High Low Stock Div. Yld. PE St. 50s High Low Close Sent. Chg.									
22%	15%	10%	5%	1%	1%	1%	1%	1%	1%
...	...	...	...	...	...	...	...	...	...

# "SEVEN SISTERS"

The manic depressive nature of Wall Street mocks rational behavior. When energy equities were cooing near two year lows, our researchers mused... "Buying the Oils now, during the 'glut,' will prove as rewarding as having purchased Aero-Space stocks when the group was nose diving; when we were branded as mavericks in urging readers to accumulate BOEING below \$19, and LOCKHEED around \$48." (Boeing subsequently sold up to \$49; Lockheed climbed to \$140 before a 3-1 split).

On July 13 1983 C.G.R. commented: "GULF OIL \$37, has been buying in its own shares (book value \$80) awaiting the inevitable day when the stock is peddled at dramatically higher prices." In 1984, Gulf surged to \$80! Why is the "Crowd," and many of their gurus, oblivious to the truism that one should sell when the trumpets are blaring, and buy when the market is mute? The law of contrary reason triumphs. Calouste Gulbenkian, the legendary "Mr. 5%", was quoted as saying that "all oil friendships are greasy." Few can quibble with his cynicism; as "Mr. 5%", Calouste became a prototype of the Hollywood version of the late Peter Lorre, or Sidney Greenstreet; a multi-millionaire, exacting royalties from Mid-East oil producers for deals he structured between the "Seven Sisters" and Sheikhs.

Our bullishness towards emerging and senior energy stocks is predicated upon the thesis that the "glut" will evaporate once the Sisters spawn a series of events that will pyramid hydrocarbon prices. The "oil patch" is as Machiavellian now as it was following Colonel Drake's historic discovery in Titusville, Pennsylvania. The "Sisters," the international oil Amazons, have been dubbed "corporate courtesans," using any means to achieve their end. Our forthcoming report selects oil shares that may be acquired at premium prices.

In addition, we focus upon an incubating energy stock, NIGHTHAWK (V.S.E. symbol NHWV) that may catapult to prominence, emulating the success of some prior "special situations" that escalated 100% or more.

As a piece de resistance, we believe that CHIEF CONSOLIDATED MINING, \$9 Pacific Coast Exchange, U.S. TOBACCO \$45, and COLGATE PALMOLIVE \$24, may be under informed accumulation as a possible prelude to predatory raids or friendly take-overs at sharply higher levels, in the same manner that C.G.R. predicted a fight for control for ENSTAR when EST was \$12. The shares sold up to \$21 1/2 in a brief time span.

For your complimentary copy of this report please write to, or telephone:

**CAPITAL GAINS RESEARCH**

F.P.S. Financial Planning Services by  
Kaiserstrasse 112,  
1012 PK Amsterdam, The Netherlands  
Phone: (020) - 27 51 81  
Telex 18536

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone: \_\_\_\_\_

12 Month High Low Stock Div. Yld. PE St. 50s High Low Close Sent. Chg.									
22%	15%	10%	5%	1%	1%	1%	1%	1%	1%
...	...	...	...	...	...	...	...	...	...

12 Month High Low Stock Div. Yld. PE St. 50s High Low Close Sent. Chg.									
22%	15%	10%	5%	1%	1%	1%	1%	1%	1%
...	...	...	...	...	...	...	...	...	...



"Mrs. Fisher, with a GrowPak dispenser you no longer need to stand on your head to spray the underside of the leaves."

GrowPak® from our Enviro-Spray Systems, Inc. subsidiary, is the most innovative and versatile technological development in pressurized packaging in 40 years. For our 1983 Annual Report write, Grow Group, Inc. 200 Park Ave., NY 10166. Dept. G.

**Grow Group**



Herald Tribune

## BUSINESS/FINANCE

U.S. Stocks  
Report, Page 10

FRIDAY, MAY 25, 1984

## TECHNOLOGY

European Firms Cautious  
About Factories in SpaceBy PAUL LEWIS  
New York Times Service

**S**TRESA, Italy — When Professor Luigi Napolitano, an Italian physicist, lectured recently on manufacturing in outer space, he began by recalling all the famous scientists who had said that trans-Atlantic air travel, television and space flight were impossible dreams.

For while the idea of building "factories in space" is filling European governments with enthusiasm, Europe's industrialists are still waiting to be convinced that it will make sense and money.

Professor Napolitano was speaking at a conference called to review preliminary results from Europe's \$2.5-billion bid for world leadership in the new technology of manufacturing industries in outer space.

This field was opened last November when the U.S. space shuttle Challenger launched into orbit Spacelab, the West's first manned space laboratory, which was built mainly by West Germany, Italy and France. Its purpose was to allow scientists to test their belief that certain products, chiefly biomedical substances, special alloys and crystals, can be made better in the weightless, bacteria-free environment of space than on earth.

The conference here attracted many representatives of the big European aerospace companies, such as West Germany's MBB, France's Aerospatiale, Italy's Aeritalia and British Aerospace, which helped build Spacelab. They look forward one day to selling industrialists a new generation of "space factories" that would make products while orbiting the earth.

But absent from the meeting were the big European pharmaceutical and electronics companies, which would supposedly be the main partners from all the costly space manufacturing research that their governments are financing.

"There is very little interest yet from user industries, either here or in the United States," said Yves Demerle, secretary general of Eurospace, the association of European space industries that organized the Stress conference.

**D**espite industry's wait-and-see approach to manufacturing in space, European governments spent about \$1 billion building Spacelab, twice the original estimate, with West Germany paying 55 percent, Italy 18 percent and France 10 percent.

The Soviet Union is already investigating space manufacturing with its manned Soyuz space station. And now the United States, whose interest in space technology has mainly centered on rockets and satellites, plans to leap-frog the field with the launching by 1991, at a cost of \$8 billion, of the world's first permanent manned space station.

Nonetheless, Europe is struggling to keep abreast. Next month, West Germany and Italy are expected to accept the public invitation that President Ronald Reagan extended to Europe to participate in the space station program. They want other European countries to join them in building a \$300-million research capsule, called Columbus, which would be attached to the larger U.S. space station.

**I**n 1985, West Germany plans another largely German-financed Spacelab flight, launched by Challenger, to continue its research into space manufacturing. And in 1987, West Germany, Italy, France and other European nations hope to launch the European Retrievable Carrier, known as Eureka, a fully automatic laboratory that will be sent into space to perform experiments and then be brought back to earth.

Scientists addressing the Eurospace conference acknowledged that the full results from the Spacelab experiments will take years to assess. But they were generally optimistic about what they had discovered so far.

Just as past space research has yielded rich commercial results in satellite communications, meteorology and mineral prospecting, they argued, current research into the behavior of materials under conditions of prolonged weightlessness, or "microgravity," will produce valuable new industrial techniques.

Already, they believe that a new generation of ultra-powerful microchips could be built and the flawless crystals that can be grown in space. In addition, they say, the highly accurate separation of cells and chemical substances possible under "microgravity" might make space an ideal place for manufacturing new

(Continued on Page 13, Col. 1)

Skylab is expected  
to produce valuable  
new processes  
for manufacturingFunding  
For World  
Bank LiftedAccord Elevates  
Japan's Status

By Hobart Rowen

Washington Post Service

**WASHINGTON** — The World Bank's executive directors Thursday recommended that the bank's capitalization be increased by \$8.4 billion on a selective basis, to approximately \$95 billion, allowing a realignment of shares that will elevate Japan to the rank of second largest contributor behind the United States.

At the same time, the board of directors, as expected, agreed on a \$9 billion, three-year replenishment of funds for the International Development Association — the soft-loan program for poor nations known as IDA-7.

The announcements were technically separate ones, but were linked by the new status for Japan. In exchange for increasing Japan's share from 4.58 percent to 9.39 percent, Japan agreed to boost its dollar contribution to IDA to \$1.68 billion, or 18.7 percent, a significant increase from the 14.7 percent commitment it had made to IDA-6.

The IDA agreement is \$3 billion below the \$12 billion that had originally been negotiated for IDA-6 in January 1980 and \$7 billion below the amount that the World Bank management had originally tried to arrange for IDA-7. The money will be committed to top priority projects in the poorest countries beginning July 1.

IDA credits are for 50 years, interest-free, except for a modest service charge. As of mid-1983, IDA had extended \$30 billion for development projects, most of which had gone to 40 countries with an annual per capita income of \$410 or less.

The Japanese share of 18.7 percent is second to the U.S. share of 25 percent, down from 27 percent for IDA-6. Other large contributors are West Germany, 12.5 percent, and the United Kingdom, 10.1 percent. There are 33 donor countries.

The realignment of shares in the selective capital increase for the bank, which typically goes in tandem with quota increases in the International Monetary Fund, will reduce the U.S. share from 20.22 percent to 20.01 percent. Thus, the United States will retain its ability to veto projects.

West Germany is fractionally behind Japan, with an increase from 4.59 to 4.97 percent of shares, while an increase for France and a decline for the United Kingdom brought those two countries into a shared fourth position at 4.76 percent.

The most recent general capital increase for the bank was \$40 billion in 1980, which represents approximately a doubling of the bank's capital at that time.

## Brazil Proposes Debt Talks

A Brazil Finance Ministry official said Thursday that Brazil had proposed that Latin American nations meet in Bogota on June 14 for two-day talks on ways of relieving their severe foreign debt burdens. Argentina, Brazil, Colombia and Mexico called on Saturday for a meeting to present a common front on Latin American debt problems and press for an end to protectionist measures denying them access to the markets of industrialized nations.

## U.S. Move Could Boost Computer-Terminal Use

By David Burnham

New York Times Service

**WASHINGTON** — The Federal Communications Commission is expected to reach a decision soon that telephone officials believe could lead to "an explosion" in the use of computer terminals in homes and businesses.

The issue before the commission involves separate requests by telephone companies across the United States for permission to initiate technical changes the officials said would improve the ability of telephone networks to transmit computerized data. Telephone officials are optimistic that the commission will rule in their favor.

William M. Newport, executive vice president for marketing at the regional Bell Atlantic Co., said at a news conference Wednesday that if the requests were approved, the costs of transmitting computerized data would "sharply decline." He said that could lead to "an explosion" in the use of computers in homes and businesses.

Mr. Newport said he expected the commission to rule on the question by July.

If the decision is favorable, he said, the New Jersey Bell Telephone Co. could begin offering enhanced telephone service to customers in northern New Jersey by August.

A spokesman for Nynex, the regional company that covers New York and most of New England, indicated that it might be ready to offer services in the "fourth quarter of 1984."

Southern New England Telephone, which serves Connecticut, is not bound by the restrictions that keep the rest of the industry from offering the enhanced telephone service without a waiver from the commission. A company spokesman said Wednesday that the company planned to offer the new services before the end of the year.

The commission has supported most projects to increase telecommunications and computer communication.

A spokesman for IBM said Wednesday that IBM would file a comment with the commission by Friday. He declined to indicate whether IBM would favor or oppose the requests. Other companies, such as the GTE Telcel Communications Co. and Tymnet, major suppliers of special communication services, also may file comments by Friday's deadline.



Peter Sadler, managing director of James Sadler &amp; Sons Ltd., said to be the largest maker of ceramic teapots, is among those trying to stimulate Britain's industry.

## For British Potters, Recovery Painful

## Stepped-Up Automation Adds to the Sting of Lost Jobs

By Barnaby J. Feder

New York Times Service

**STOKE-ON-TRENT, England** — Britain's venerable ceramics industry, chastened by the impact of recession and the loss of export markets when the pound shot up with oil prices in 1979, is now working on several fronts to stimulate its recovery.

The companies here in North Staffordshire are keeping a closer watch on overseas competitors, paying more attention to the tastes of trend-setting U.S. consumers, stepping up marketing and increasing their investments in automation.

The last element is depressing news here in the Potteries, as the region including this city of 250,000 and the neighboring towns is known. The region, which produces a range of items from fine china to toilet bowls, accounts for more than 80 percent of the British ceramics industry's \$700-million output. It has suffered job losses that cut the industry's employment to 35,000 from 55,000

and brought the region's current unemployment rate to 12.2 percent.

In terms of profitability, the recovery set in a year ago. But with more than 40 factories permanently closed and many of the survivors turning to labor-saving technology, officials at the Ceramic and Allied Trades Union see little likelihood of employment ever being much higher than 40,000 again.

Such cutbacks carry an extra psychic cost here. Traditions have been built up and handed down over the centuries by master potters like Josiah Wedgwood, creating a distinctive cultural heritage that makes The Potteries, in the words of one local executive, "a time capsule between Birmingham and Manchester."

Lost jobs in ceramics are only part of the problem. The local coal mines, auto components companies and Michelin, the French tire company, have been equally hard hit in recent years. What

(Continued on Page 13, Col. 1)

## World Bank Is Trying New Lending Technique

By Clyde H. Farnsworth

New York Times Service

**WASHINGTON** — The World Bank, seeking ways to ease the strains of indebtedness on the Third World, is experimenting with a new lending technique that combines a ceiling on repayment installments with the bank's first credit guarantee.

The first test of these new approaches is a \$40-million livestock development loan to Paraguay that has won preliminary approval of the bank's executive directors. It is expected to be concluded within the next few weeks, bank officials said.

The loan is being made in concert with commercial banks, which are providing \$15 million under a co-financing arrangement that the World Bank uses to mobilize more capital for specific projects. The World Bank is the largest single source of development capital.

What distinguishes this loan from the other \$15 billion of loans that the 146-nation World Bank makes annually is the provision that the semiannual repayments not be increased even if interest rates rise.

A similar interest "cap" for developing countries' obligations to private banks has been discussed by Federal Reserve officials and commercial bankers. The loan to Paraguay, and any like it that the World Bank makes later, could help to move private lenders in that direction.

Should higher market interest rates force the World Bank to raise

its charges to borrowers, Paraguay

every six months. Instead, the additional obligations would, in effect, be added to the "back end" of the loan, which Paraguay would be permitted to repay over a longer period.

The World Bank would also guarantee the additional payments

that would be due to the commercial

financing partners if the repayment period had to be extended. Nothing in the plan shields countries absolutely from the burden of indefinitely rising rates, and the World Bank has protected itself: If interest rates rise more than 4 points above the rate in the initial agreement, the World Bank would

not guarantee the additional pay-

ments to the banks. For Paraguay, the fixed level of installments will be based on the initial interest rate, which bank officials expect will be 12 percent.

"We're prepared to undertake this kind of approach on a much larger basis," Ernest Stern, senior

Beattie spokeswoman said. (Continued on Page 17, Col. 6)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

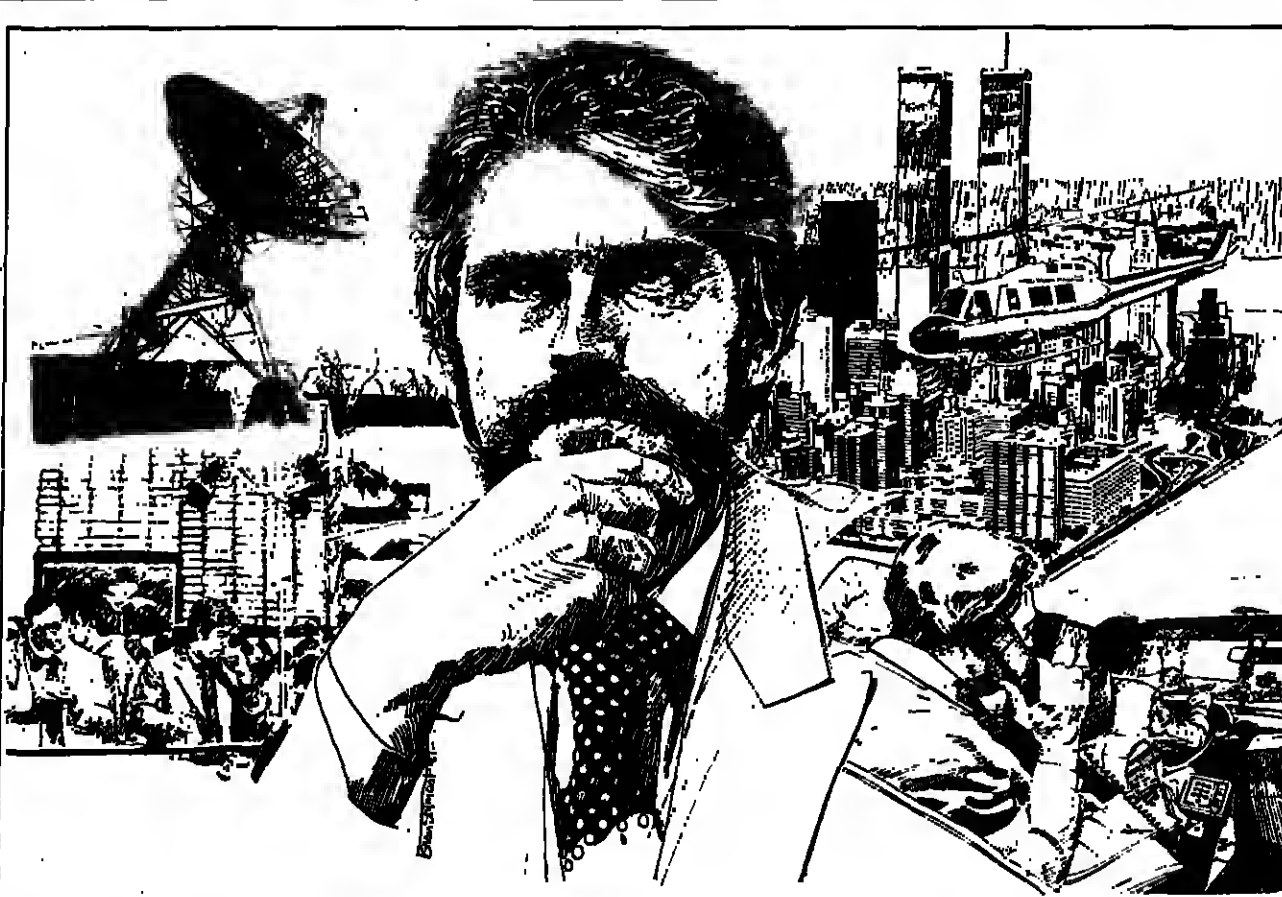
(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

(A1, UPI, Reuters)

For the man with exceptional goals,  
a new dimension in banking services.

What makes Trade Development Bank exceptional?

To start with, there is our policy of concentrating on things we do unusually well. For example, trade and export financing, foreign exchange and banknotes, money market transactions and precious metals.

Equally important, we are now even better placed to serve your needs, wherever you do business. Reason: We have recently joined American Express International

Banking Corporation, with its 88 offices in 39 countries, to bring you a whole new dimension in banking services.

While we move fast in serving our clients, we're distinctly traditionalist in our basic policies. At the heart of our business is the maintenance of a strong and diversified deposit base. Our portfolio of assets is also well-diversified, and it is a point of principle with us to keep a conservative ratio of capital to deposits and a high degree of liquidity.

sensible strategies in these uncertain times.

If TDB sounds like the sort of bank you would entrust with your business, get in touch with us.

TDB banks in Geneva, London, Paris, Luxembourg, Chisasso, Monte Carlo, Nassau, Panama City, Zurich.

TDB is a member of the American Express Group, which has assets of US\$ 44.0 billion and shareholders' equity of US\$ 4.0 billion.

## Trade Development Bank

Shown at left, the head office of Trade Development Bank, Geneva.

An American Express Company



**Tables include the nationwide prices  
Up to the closing on Wall Street**

Up to the closing on that date:

(Continued from Page 10)

[illegible]

**May 24**

**NASDAQ National Market Prices**[illegible]

Revenue and profits, in millions, are in local currencies unless otherwise indicated

— **Frank**

Britain		Ireland		Lithon Ltd		N. Indiana		Wilson Foods		Eckard (Jack)	
<b>Plassey</b>		<b>3rd Quarter</b>		<b>3rd Quarter</b>		<b>Year</b>		<b>Year</b>		<b>3rd Quarter</b>	
Revenue	2,648.3	Revenue	3,467.2	Revenue	1,364.7	Revenue	1,364.7	Revenue	2,552.7	Revenue	1,776.1
Net Inc.	548.8	Net Inc.	700.0	Net Inc.	508.9	Net Inc.	129.6	Net Inc.	64.0	Net Inc.	1,735.4
Per Share	0.654	Per Share	0.877	Per Share	0.58	Per Share	0.05	Per Share	0.27	Per Share	2.13
<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Half</b>		<b>1st Half</b>		<b>1st Half</b>		<b>1st Half</b>	
Revenue	1,314.8	Revenue	1,732.1	Revenue	2,589.4	Revenue	700.0	Revenue	1,282.7	Revenue	879.5
Net Inc.	270.5	Net Inc.	350.0	Net Inc.	1,018.8	Net Inc.	261.2	Net Inc.	128.0	Net Inc.	864.1
Per Share	0.33	Per Share	0.43	Per Share	0.45	Per Share	0.11	Per Share	0.25	Per Share	1.05
<b>Year</b>		<b>Year</b>		<b>Per Share</b>		<b>Per Share</b>		<b>Per Share</b>		<b>Per Share</b>	
Revenue	5,252.5	Revenue	6,715.0	Revenue	5,456.0	Revenue	1,924.0	Revenue	6,852.7	Revenue	5,252.5
Net Inc.	1,153.1	Net Inc.	1,415.0	Net Inc.	3,440.0	Net Inc.	540.3	Net Inc.	2,144.0	Net Inc.	5,252.5
Per Share	1.40	Per Share	1.75	Per Share	1.48	Per Share	0.23	Per Share	0.84	Per Share	6.50
<b>Alfred Holt &amp; Co.</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>	
Revenue	1,200.0	Revenue	1,170.0	Revenue	1,270.0	Revenue	1,270.0	Revenue	1,270.0	Revenue	1,270.0
Net Inc.	1,200.0	Net Inc.	1,170.0	Net Inc.	1,270.0	Net Inc.	1,270.0	Net Inc.	1,270.0	Net Inc.	1,270.0
Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35
<b>United States</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>	
Revenue	1,200.0	Revenue	1,170.0	Revenue	1,270.0	Revenue	1,270.0	Revenue	1,270.0	Revenue	1,270.0
Net Inc.	1,200.0	Net Inc.	1,170.0	Net Inc.	1,270.0	Net Inc.	1,270.0	Net Inc.	1,270.0	Net Inc.	1,270.0
Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35
<b>Alberston's</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>	
Revenue	1,200.0	Revenue	1,170.0	Revenue	1,270.0	Revenue	1,270.0	Revenue	1,270.0	Revenue	1,270.0
Net Inc.	1,200.0	Net Inc.	1,170.0	Net Inc.	1,270.0	Net Inc.	1,270.0	Net Inc.	1,270.0	Net Inc.	1,270.0
Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35
<b>Charter Cos.</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>	
Revenue	1,200.0	Revenue	1,170.0	Revenue	1,270.0	Revenue	1,270.0	Revenue	1,270.0	Revenue	1,270.0
Net Inc.	1,200.0	Net Inc.	1,170.0	Net Inc.	1,270.0	Net Inc.	1,270.0	Net Inc.	1,270.0	Net Inc.	1,270.0
Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35
<b>Wilton Foods</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>	
Revenue	1,200.0	Revenue	1,170.0	Revenue	1,270.0	Revenue	1,270.0	Revenue	1,270.0	Revenue	1,270.0
Net Inc.	1,200.0	Net Inc.	1,170.0	Net Inc.	1,270.0	Net Inc.	1,270.0	Net Inc.	1,270.0	Net Inc.	1,270.0
Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35	Per Share	0.35
<b>Eckard (Jack)</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>		<b>1st Quarter</b>	



## BUSINESS ROUNDUP

## Enstar's Largest Holder Opposes Merger Accord

NEW YORK — Roy M. Huffington, the largest shareholder of Enstar Corp., said that he opposed the merger agreement between Enstar and Unimar Co. announced late Tuesday. The agreement, if completed, would have a value of about \$570 million.

Unimar is a general partnership consisting of subsidiaries of Allied Corp. and Ultramar PLC, a London-based oil concern.

The directors of Enstar have approved the merger agreement and have recommended that Enstar shareholders accept the offer.

## Charter Posts Loss Of \$36 Million

Compiled by Our Staff From Dispatches

JACKSONVILLE, Florida — Charter Co. reported a net loss Thursday of more than \$36 million for the first quarter. It said additional losses and possible elimination of stockholder equity could occur in the second quarter.

The diversified company said the first-quarter loss did not take into account devaluations that may have occurred in the wake of its reorganization filing last month. In the 1983 first quarter, the company earned \$952,000.

Charter's first-quarter revenue rose 33 percent to \$1.6 billion from the year-earlier \$1.2 billion. (UPI, Reuters)

## COMPANY NOTES

All Nippon Airways Co. Ltd. said it had signed an agreement to borrow \$88 million from Salomon Brothers Inc. to buy five Boeing 767s with the U.S. Export-Import Bank guaranteeing the 10-year loan. The loan carries interest at 12.45 percent a year. However, the company will reduce the effective rate to 7.9 percent, equal to the Japanese long-term prime, through operations in the foreign-exchange market.

American Telephone & Telegraph Co. said it asked the Federal Communications Commission for an interim 4 percent increase in rates for special private business phone lines used by its largest customers. A 6.1 percent reduction in ATT's regular long-distance and WATS (wide-area telephone service) phone rates is scheduled to go into effect Friday.

Canon Inc. said it had started supplying Hewlett-Packard Co. of the United States with what Canon says is the world's smallest laser-beam printer, the LBP-CX, for sale under the Hewlett-Packard name. The printer, on sale in Japan since May 1983, costs 498,000 yen (\$2,140) in Japan excluding optional extras. Canon plans to send

Mr. Huffington said Wednesday that an offer of \$18 a share for 14.3 million shares, or 50.4 percent, of Enstar's fully diluted stock was "inadequate in terms of value, uncertain in terms of timing and out in the best interests of Enstar's shareholders."

Mr. Huffington said: "I am deeply disappointed that this convoluted deal is the best that management and its advisers were able to arrange after nearly two months."

Alan Payne, manager of investor relations at Enstar, said, "We have not made, and are not planning to make, any response to anything Mr. Huffington has said."

Mr. Huffington owns slightly less than 10 percent of Enstar's shares outstanding. Under the agreement, Enstar would merge with a subsidiary of Unimar. Enstar's Alaska pipeline and gas-distribution business would not be included in the merger. The company plans to transfer this business to Alaska Pipeline Co., a subsidiary, and to distribute the Alaska Pipeline shares to Enstar shareholders.

## TI Gets Navy Missile Contract

United Press International

DALLAS — Texas Instruments, the Dallas-based electronics company, has been awarded defense contracts worth more than \$401 million to build hundreds of high-speed anti-radiation missiles, called HARM, for the U.S. Navy.

Hewlett-Packard 50,000 units a year.

Fischbeck Corp. shares were bought by a group led by New York City investor, Ivan Boesky, increasing the group's stake in the corporation to 9.3 percent of the total shares outstanding, the Boesky group told the Securities and Exchange Commission. The group said it bought 41,100 shares between May 16 and May 18 on the New York Stock Exchange.

Fuji Heavy Industries Ltd. said it expects parent company net profit of 14 billion yen (\$60.2 million) in the year ending March 31, 1985, down from 15.18 billion yen the previous year. This is based mainly on a rise in depreciation charges to 31 billion yen during the present year from 25 billion yen a year earlier. The company will retain an eight-yen dividend for the present year.

Hawker Siddeley Group PLC of Britain has offered for sale to Australian investors 30 percent of the equity in its Australian subsidiary, Hawker De Havilland Australia Ltd. A total of 4.5 million ordinary shares are offered at 1.23 Australian dollars (\$1.06) per share, giving the offer a total value of \$4.7 million.

## Dutch/Shell Says It Owns 94% of Shell Oil

The Associated Press

NEW YORK — Royal Dutch/Shell Group said Thursday that it has widened its ownership to 94 percent of the stock of Shell Oil Co., according to preliminary results from its \$5.5 billion bid to buy out minority shareholders of the nation's eighth-largest oil concern.

Shareholders will still have a chance to back out of the transaction, however, because of a court order in a lawsuit challenging the fairness of the \$58-a-share offer.

Royal Dutch/Shell, through its SPNV Holdings Inc. subsidiary, has been attempting to buy the 30.6 percent of Shell it did not already own. Earlier this month, it said it had increased its stake to slightly more than 90 percent of Shell's stock, enough to complete its takeover without requiring a formal vote of Shell directors or shareholders.

On Thursday, SPNV Holdings said minority shareholders had tendered 76.5 million of the 94.5 million shares it sought, giving it 94 percent of the stock in Shell.

Earlier this month, a Delaware judge issued an order blocking SPNV Holdings from completing the acquisition until it provides further information on the valuation of the deal to Shell's minority shareholders.

The Australian government welcomed the move and said it was consistent with its policy of encouraging local participation in overseas-controlled companies.

Kanif AG, the West German stores group, raised sales 1.8 percent to 2.71 billion Deutsche marks (\$989.4 million) in the first four months of this year compared with the year-earlier period. The company said consumer spending trends for the coming months are uncertain, making an estimate of this year's results impossible. In 1983 group net rose to 69 million DM from 53.7 million DM the previous year, while parent company net increased to 49.5 million DM from 48.9 million DM.

Mitsubishi Oil Co. forecast parent company profit of 14 billion yen (\$60.2 million) in the year ending March 31, 1985, if earlier reported a net loss of 4.95 billion yen in the year ended March this year. The company forecasts a fall in sales this year to 1.214 trillion yen from 1.265 trillion last year, but expects higher prices for its oil products to raise earnings. A four-yen dividend is planned for the present year after no dividend payment last year, a company director, Shoji Torizaki, said.

## Continental Weighs Plan to Spin Off Bad Assets

By James L. Rowe

Washington Post Service

CHICAGO — Continental Illinois National Bank & Trust Co. is pursuing a plan to transfer its bad assets into a separate company and then find investors to inject new capital into the surviving bank.

Continental's chairman, David G. Taylor, confirmed Wednesday that the troubled institution had been looking for such an alternative for several months — long before a massive run on the bank began earlier this month. He said he hoped that such a move would preclude the need to merge Continental into a healthier bank.

But Mr. Taylor said in an interview that the "reputation and credibility" of the eighth-biggest U.S. bank was at such a low ebb that depositors might not believe that the assets remaining in Continental were all healthy.

"People are likely to say 'What comes after that?'" Mr. Taylor said. Such an attitude, he said, would make it difficult to find depositors for Continental regardless of its soundness.

## Warner Chief's Remarks Seen As Hint of Selling Operations

By Michael Schrage

Washington Post Service

LOS ANGELES — The chairman of Warner Communications Inc., Steven J. Ross, has told shareholders at the annual meeting here that 1983 was "the most difficult year in our 22-year history," and that the company was trying to "strategically redeploy its assets."

Sources close to top Warner management said the statement was an indication that the company is seeking to sell several of its operations.

Warner reportedly is looking for a buyer for its Philadelphia-based Franklin Mint mail-order distribution subsidiary, and is reevaluating its ownership of the New York Cosmos soccer team and its stake in the Pittsburgh Pirates baseball team. The company recently sold its cosmetics subsidiary to Coty Inc., a French cosmetics concern. Warner lost about \$418 million in 1983, primarily because of its Atari Inc. video-games and home-computer subsidiary, and Mr. Ross indicated that the company would show a loss for the first half of this year as well. It had a profit of nearly \$258 million in 1982.

This year, Mr. Ross said, "will be a crucial year of transition for the company. . . . We are reshaping and repositioning the company for renewed profitability."

The company's Warner-Amex cable venture, owned jointly with American Express, is discussing possible sale of several of its municipal cable-television franchises. Earlier this year, the company sold its Pittsburgh cable franchise for \$93 million.

There also were reports that

Fears about Continental's weak condition led to the run on the bank and forced the federal government to launch a \$7.5-billion rescue operation last week to keep the bank alive until a "permanent solution" could be found to its financing problems.

Mr. Taylor said Wednesday that the rescue operation — a joint action between the federal regulators and commercial banks — has begun to calm the money markets in the United States, Europe and Asia where Continental raises about 90 percent of its funds. Continental has \$41.4 billion in assets and needs to borrow about \$8 billion each day.

Investment banking sources said that they thought that a spin-off maneuver, while feasible, would be harder to accomplish as a result of the run and the resulting increase in depositor wariness about Continental.

But one leading Chicago investment banker said he could produce about \$1 billion in new capital for the restructured bank.

Much of the capital invested by current shareholders would have to be used to underwrite the new company that would assume most or all of Continental's \$2.3 billion in problem loans.

Many of those loans would be collected, either in part or in full, but at present they are a big drag — about \$200 million before taxes — on the Chicago bank's annual results. Investment banking sources here said that a major New York securities firm was interested in setting up the new company. The company would provide, or find, the additional financing needed to support the new concern. Continental might have to transfer some

sound assets, such as government bonds, to make the plan attractive to potential buyers.

The investors in the new company would make profits if the amount of loans they collect exceed the value of the capital contributed by Continental shareholders and whatever new loans the investors need.

The benefit of such a plan, according to Mr. Taylor and others familiar with it, was that the restructured Continental — with new capital to replace the funds transferred along with the problem loans — would have a strong balance sheet and few of the earnings problems it has today.



David G. Taylor

Financial Year 1983

SOCIETE GENERALE DE BELGIQUE

- MAINTENANCE OF NET DIVIDEND OF B.F.90 PER SHARE
- TRANSFER TO RESERVES OF B.F.163 MILLION
- CAPITAL AND RESERVES AS AT 31.12.1983: B.F.34,787 MILLION

The General Meeting of shareholders held on 2nd May, 1984 approved the Accounts for the year ended 31st December, 1983. A net dividend for B.F.90 on each of the 10,878,613 shares existing before the capital increase of November, 1983 became payable on May 8, 1984.

In the Annual Report, the Directors draw attention to the intense activity, in 1983, in the financial markets in Belgium, particularly in the realm of rights issues.

The Société Générale played a leading rôle in this development, in accordance with the plan out-

lined in last year's report, it launched a major capital increase in November, and raised B.F.5.5 billion through a new share issue.

This capital increase has brought about an improvement in the financial structure of the Company. The Ratio of own funds to fixed assets and investment holdings rose from 69% to 82% notwithstanding an increase of 9% in investment holdings.

After an analysis of the economic background and of the business cycle in the industrialized countries in 1983, the Annual Report proceeds to review the various companies comprising the Group, among which the

Nouvelle Union Minière which continued the implementation of its internal restructuring programme which it had embarked on in 1982.

The principal activities launched by the other companies of the Group, as Sofina, Tonks, Genstar, Société Générale de Banque, Tractonel, Electrolab, Sibeka, BN, FN, Carbochim, PRB, CBR, CFE, Arbed, Sidmar, CMB, are detailed in this Report.

This report is now available from the Société Générale de Belgique, Information Department, Rue Royale 30, B - 1000 Brussels (Belgium). Tel.: 2/517.16.76.

## For British Pottery Industry, Recovery Painful

(Continued from Page 11)

was different during the recent recession was that, for the first time in memory, the potters were unable to provide steady employment when others faltered.

"Around here, we hadn't really experienced unemployment until then," said John Pickin, Stoke-on-Trent's deputy chief administrator.

To be sure, the outlook is far better than it has been for several years. Producers, from fine china makers such as Josiah Wedgwood & Sons Ltd., the Royal Doulton Group and Spode, to bathroom fixture makers like Twyford and Armitage Shanks, are hiring again as profit margins are restored. But many jobs have also disappeared.

For centuries in The Potteries,

skilled workers could count on jobs. In part because many companies are involved with fancy tableware and ornaments and in part because the clay used in ceramics is a more valuable material than the metals used in most manufacturing, the industry has been highly dependent on the eye and sense of touch.

"The skills of the potter are still our biggest plus," said James Gibson, advertising manager for Twyford, a bathroom fixture company that is Britain's second-largest sanitary ceramic ware producer after Armitage Shanks.

Nevertheless, even traditionalists are accepting the need for some new technology. Wedgwood, for instance, uses a laser to monitor the

alignment of products being fired in kilns at its giant Barlaston factory south of the city, and has recently installed a state-of-the-art fast-firing system for some product lines.

"Quality is a function of putting the right automation in and the right control for it," said Peter Sadler, managing director of James Sadler & Sons Ltd., a family-owned company that is said to be the world's largest manufacturer of ceramic teapots.

"Labor accounts for about half of all costs," said Kevin Farrell, director of the British Ceramic Manufacturers Association, which has 65 members, most of them in this area.

The last sweeping technological change in the industry was the switch, completed in the late 1950s, to kilns fired by gas instead of coal. The environmental benefits are finally showing up well in the Trent Valley, once infamous for its deadly pall of smoke. Town foresters who had found only six species of trees that could survive can now plant more than 600 varieties. That, however, will cease the future of the ceramics industry.

"I am pretty hard on my fellow potters as far as their ability to bring their companies into the 21st century is concerned," said Mr. Sadler, who describes the industry as "blinking."

Not everyone believes that the best way to prosper is to focus solely on new developments in ce-

ramics uses and processing. Twyford has expanded into metal fixtures and steel and plastic bathtubs.

"For 200 years, we were potters: in the past 10 years, we have become a bathroom company," said Terry Headwood, Twyford's United Kingdom sales manager.

Mr. Sadler's concerns, if not his conclusions, are familiar at other companies. The Royal Doulton group, which last year contributed pretax profits of about \$16.6 million on sales of \$177.8 million to the balance sheet of its parent, S. Pearson & Son PLC, asked the London office of McKinsey & Co., the U.S. consulting firm, to study its structure and strategy.

With the Ceramics Federation estimating that exports account for 40 percent of output, the industry is among Britain's most outward looking, and it has increasingly designed products with foreign tastes in mind.

CENTRAL ASSETS CURRENCY FUNDS LTD.	
Prices as at 25-5-84	
U.S.\$	12.19
Sterling	12.53
D.Marks	44.81
Sfr.Francs	41.27
Fr.Francs	132.56
SDR's	302.55

Charterhouse Capital Management Ltd.  
P.O. Box 189, 17 Dear Street  
St. Helier, Jersey, Channel Islands  
Tel: Jersey (0334) 74222. Telex: 334 072228

## Doubt on Space Factories

(Continued from Page 11)

biological products and drugs. And alloys, impossible to make on earth, might also be forged outside its gravitational pull.

Geoffrey K. Pearce, managing director of General Technology Systems, a British space consulting concern, argued that yields from some chemical processes could be increased up to 700 times in space and standards of purity at least five times. This, he said, would "substantially reduce" the price of Alpha-Feto Protein, Chorionic Gonadotropin and the rest of the 22 chemicals that currently cost more than \$1 billion a kilogram (2.2 pounds) to manufacture on earth.

There have only been 30 to 40

hours of microgravity experimentation in the world's history so far," Professor Napolitano said, adding: "No one knows what we may be able to do."

Yet the risks are equally clear. First comes the huge cost of launching space stations, with the cost of a shuttle flight alone due to double to \$71 million in two years.

Another problem is the time needed for space experiments, which is closely allied to the high cost and complexity of putting a space laboratory into orbit.

## Notice of Redemption

To holders of

## Ford Credit Overseas Finance N.V.

16% Guaranteed Notes due July 1, 1985

Issued under Fiscal Agency Agreement dated as of July 1, 1981 with Citibank, N.A.

NOTICE IS HEREBY GIVEN that Ford Credit Overseas Finance N.V. has called for redemption all outstanding 16% Guaranteed Notes due July 1, 1985 to be redeemed on July 1, 1984 at a redemption price of 100% of their principal amount together with interest accrued to the date fixed for redemption.

The Notes are to be redeemed at the Broker Services Department of Citibank, N.A., 111 Wall Street—5th Floor, New York, New York 10043, and the main offices of Citibank, N.A. in Amsterdam, Brussels, Frankfurt/Main, London (Citibank House), Milan, Paris, Zurich, or Citibank (Luxembourg) S.A., Luxembourg, as the Company's Paying Agents, and will become due and payable on July 1, 1984 at the redemption price of 100% of the principal amount thereof. On and after such date, interest on the said Notes will cease to accrue.

The said Notes should be presented and surrendered at the offices set forth in the preceding paragraph on the said date with all interest coupons maturing subsequent to the redemption date. If such coupons are not attached, payment will be made only upon the delivery to the Paying Agent of funds in the amount of the unredeemed missing coupons. The coupons due July 1, 1984 should be presented for payment in the usual manner.

FORD CREDIT OVERSEAS FINANCE N.V.  
By: CITIBANK, N.A.  
Fiscal Agent

Dated: May 24, 1984

FORTINAX DEVELOPMENT LIMITED  
Bid: U.S. \$39. Asked: U.S. \$57  
As of date: May 24, 1984.  
F. P. S.  
FINANCIAL PLANNING SERVICES BV  
Kerkhofweg 112, 3rd floor  
1012 PK AMSTERDAM, Holland

DeVoe-Holthuis Int. N.V.  
\$ 0.4 Bid - \$ 0.6 Ask  
Prices in U.S. dollars  
Quote as of  
May 24, 1984.

First Commerce Securities b.v.  
Henningsdijk 48b  
1017 ET Amsterdam  
Telephone: 020-260901  
Telex: 14507 (Ireco nl)

## European Banking Company Limited

EBC

From 29th May our address will be

10 Devonshire Square  
London EC2M 4HS

and our

new telephone number  
01-621 0101

## European Banking Group

European Banking Company Limited,  
10 Devonshire Square,  
London EC2M 4HS.  
Telephone: 01-621 0101  
Telex: 8811001

European Banking Company SA Brussels,  
Boulevard du Souverain 100,  
B-1170 Brussels.  
Telephone: (02) 660 49 00  
Telex: 23846







[illegible]

# NEWS

## side;

## Profits

ce.

12

...E...

1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 26

Year	Percentage
1950	7
1960	9
1970	11
1980	13
1990	15
2000	16
2010	17
2020	18

Stock	Div.	Yld.	P/E	Stk. 100s	High	Low	Clos. Over
-------	------	------	-----	--------------	------	-----	---------------

[illegible][illegible]

1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	2101	2102	2103	2104	2105	2106	2107	2108	2109	2110	2111	2112	2113	2114	2115	2116	2117	2118	2119	2120	2121	2122	2123	2124	2125	2126	2127	2128	2129	2130	2131	2132	2133	2134	2135	2136	2137	2138	2139	2140	2141	2142	2143	2144	2145	2146	2147	2148	2149	2150	2151	2152	2153	2154	2155	2156	2157	2158	2159	2160	2161	2162	2163	2164	2165	2166	2167	2168	2169	2170	2171	2172	2173	2174	2175	2176	2177	2178	2179	2180	2181	2182	2183	2184	2185	2186	2187	2188	2189	2190	2191	2192	2193	2194	2195	2196	2197	2198	2199	2200	2201	2202	2203	2204	2205	2206	2207	2208	2209	2210	2211	2212	2213	2214	2215	2216	2217	2218	2219	2220	2221	2222	2223	2224	2225	2226	2227	2228	2229	2230	2231	2232	2233	2234	2235	2236	2237	2238	2239	2240	2241	2242	2243	2244	2245	2246	2247	2248	2249	2250	2251	2252	2253	2254	2255	2256	2257	2258	2259	2260	2261	2262	2263	2264	2265	2266	2267	2268	2269	2270	2271	2272	2273	2274	2275	2276	2277	2278	2279	2280	2281	2282	2283	2284	2285	2286	2287	2288	2289	2290	2291	2292	2293	2294	2295	2296	2297	2298	2299	2300	2301	2302	2303	2304	2305	2306	2307	2308	2309	2310	2311	2312	2313	2314	2315	2316	2317	2318	2319	2320	2321	2322	2323	2324	2325	2326	2327	2328	2329	2330	2331	2332	2333	2334	2335	2336	2337	2338	2339	2340	2341	2342	2343	2344	2345	2346	2347	2348	2349	2350	2351	2352	2353	2354	2355	2356	2357	2358	2359	2360	2361	2362	2363	2364	2365	2366	2367	2368	2369	2370	2371	2372	2373	2374	2375	2376	2377	2378	2379	2380	2381	2382	2383	2384	2385	2386	2387	2388	2389	2390	2391	2392	2393	2394	2395	2396	2397	2398	2399	2400	2401	2402	2403	2404	2405	2406	2407	2408	2409	2410	2411	2412	2413	2414	2415	2416	2417	2418	2419	2420	2421	2422	2423	2424	2425	2426	2427	2428	2429	2430	2431	2432	2433	2434	2435	2436	2437	2438	2439	2440	2441	2442	2443	2444	2445	2446	2447	2448	2449	2450	2451	2452	2453	2454	2455	2456	2457	2458	2459	2460	2461	2462	2463	2464	2465	2466	2467	2468	2469	2470	2471	2472	2473	2474	2475	2476	2477	2478	2479	2480	2481	2482	2483	2484	2485	2486	2487	2488	2489	2490	2491	2492	2493	2494	2495	2496	2497	2498	2499	2500	2501	2502	2503	2504	2505	2506	2507	2508	2509	2510	2511	2512	2513	2514	2515	2516	2517	2518	2519	2520	2521	2522	2523	2524	2525	2526	2527	2528	2529	2530	2531	2532	2533	2534	2535	2536	2537	2538	2539	2540	2541	2542	2543	2544	2545	2546	2547	2548	2549	2550	2551	2552	2553	2554	2555	2556	2557	2558	2559	2560	2561	2562	2563	2564	2565	2566	2567	2568	2569	2570	2571	2572	2573	2574	2575	2576	2577	2578	2579	2580	2581	2582	2583	2584	2585	2586	2587	2588	2589	2590	2591	2592	2593	2594	2595	2596	2597	2598	2599	2600	2601	2602	2603	2604	2605	2606	2607	2608	2609	2610	2611	2612	2613	2614	2615	2616	2617	2618	2619	2620	2621	2622	2623	2624	2625	2626	2627	2628	2629	2630	2631	2632	2633	2634	2635	2636	2637	2638	2639	2640	2641	2642	2643	2644	2645	2646	2647	2648	2649	2650	2651	2652	2653	2654	2655	2656	2657	2658	2659	2660	2661	2662	2663	2664	2665	2666	2667	2668	2669	2670	2671	2672	2673	2674	2675	2676	2677	2678	2679	2680	2681	2682	2683	2684	2685	2686	2687	2688	2689	2690	2691	2692	2693	2694	2695	2696	2697	2698	2699	2700	2701	2702	2703	2704	2705	2706	2707	2708	2709	2710	2711	2712	2713	2714	2715	2716	2717	2718	2719	2720	2721	2722	2723	2724	2725	2726	2727	2728	2729	2730	2731	2732	2733	2734	2735	2736	2737	2738	2739	2740	2741	2742	2743	2744	2745	2746	2747	2748	2749	2750	2751	2752	2753	2754	2755	2756	2757	2758	2759	2760	2761	2762	2763	2764	2765	2766	2767	2768	2769	2770	2771	2772	2773	2774	2775	2776	2777	2778	2779	2780	2781	2782	2783	2784	2785	2786	2787	2788	2789	2790	2791	2792	2793	2794	2795	2796	2797	2798	2799	2800	2801	2802	2803	2804	2805	2806	2807	2808	2809	2810	2811	2812	2813	2814	2815	2816	2817	2818	2819	2820	2821	2822	2823	2824	2825	2826	2827	2828	2829	2830	2831	2832	2833	2834	2835	2836	2837	2838	2839	2840	2841	2842	2843	2844	2845	2846	2847	2848	2849	2850	2851	2852	2853	2854	2855	2856	2857	2858	2859	2860	2861	2862	2863	2864	2865	2866	2867	2868	2869	2870	2871	2872	2873	2874	2875	2876	2877	2878	2879	2880	2881	2882	2883	2884	2885	2886	2887	2888	2889	2890	2891	2892	2893	2894	2895	2896	2897	2898	2899	2900	2901	2902	2903	2904	2905	2906	2907	2908	2909	2910	2911	2912	2913	2914	2915	2916	2917	2918	2919	2920	2921	2922	2923	2924	2925	2926	2927	2928	2929	2930	2931	2932	2933	2934	2935	2936	2937	2938	2939	2940	2941	2942	2943	2944	2945	2946	2947	2948	2949	2950	2951	2952	2953	2954	2955	2956	2957	2958	2959	2960	2961	2962	2963	2964	2965	2966	2967	2968	2969	2970	2971	2972	2973	2974	2975	2976	2977	2978	2979	2980	2981	2982	2983	2984	2985	2986	2987	2988	2989	2990	2991	2992	2993	2994	2995	2996	2997	2998	2999	3000
1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	2101	2102	2103	2104	2105	2106	2107	2108	2109	2110	2111	2112	2113	2114	2115	2116	2117	2118	2119	2120	2121	2122	2123	2124	2125	2126	2127	2128	2129	2130	2131	2132	2133	2134	2135	2136	2137	2138	2139	2140	2141	2142	2143	2144	2145	2146	2147	2148	2149	2150	2151	2152	2153	2154	2155	2156	2157	2158	2159	2160	2161	2162	2163	2164	2165	2166	2167	2168	2169	2170	2171	2172	2173	2174	2175	2176	2177	2178	2179	2180	2181	2182	2183	2184	2185	2186	2187	2188	2189	2190	2191	2192	2193	2194	2195	2196	2197	2198	2199	2200	2201	2202	2203	2204	2205	2206	2207	2208	2209	2210	2211	2212	2213	2214	2215	2216	2217	2218	2219	2220	2221	2222	2223	2224	2225	2226	2227	2228	2229	2230	2231	2232	2233	2234	2235	2236	2237	2238	2239	2240	2241	2242	2243	2244	2245	2246	2247	2248	2249	2250	2251	2252	2253	2254	2255	2256	2257	2258	2259	2260	2261	2262	2263	2264	2265	2266	2267	2268	2269	2270	2271	2272	2273	2274	2275	2276	2277	2278	2279	2280	2281																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															

1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	2101	2102	2103	2104	2105	2106	2107	2108	2109	2110	2111	2112	2113	2114	2115	2116	2117	2118	2119	2120	2121	2122	2123	2124	2125	2126	2127	2128	2129	2130	2131	2132	2133	2134	2135	2136	2137	2138	2139	2140	2141	2142	2143	2144	2145	2146	2147	2148	2149	2150	2151	2152	2153	2154	2155	2156	2157	2158	2159	2160	2161	2162	2163	2164	2165	2166	2167	2168	2169	2170	2171	2172	2173	2174	2175	2176	2177	2178	2179	2180	2181	2182	2183	2184	2185	2186	2187	2188	2189	2190	2191	2192	2193	2194	2195	2196	2197	2198	2199	2200	2201	2202	2203	2204	2205	2206	2207	2208	2209	2210	2211	2212	2213	2214	2215	2216	2217	2218	2219	2220	2221	2222	2223	2224	2225	2226	2227	2228	2229	2230	2231	2232	2233	2234	2235	2236	2237	2238	2239	2240	2241	2242	2243	2244	2245	2246	2247	2248	2249	2250	2251	2252	2253	2254	2255	2256	2257	2258	2259	2260	2261	2262	2263	2264	2265	2266	2267	2268	2269	2270	2271	2272	2273	2274	2275	2276	2277	2278	2279	2280	2281	2282	2283	2284	2285	2286	2287	2288	2289	2290	2291	2292	2293	2294	2295	2296	2297	2298	2299	2300	2301	2302	2303	2304	2305	2306	2307	2308	2309	2310	2311	2312	2313	2314	2315	2316	2317	2318	2319	2320	2321	2322	2323	2324	2325	2326	2327	2328	2329	2330	2331	2332	2333	2334	2335	2336	2337	2338	2339	2340	2341	2342	2343	2344	2345	2346	2347	2348	2349	2350	2351	2352	2353	2354	2355	2356	2357	2358	2359	2360	2361	2362	2363	2364	2365	2366	2367	2368	2369	2370	2371	2372	2373	2374	2375	2376	2377	2378	2379	2380	2381	2382	2383	2384	2385	2386	2387	2388	2389	2390	2391	2392	2393	2394	2395	2396	2397	2398	2399	2400	2401	2402	2403	2404	2405	2406	2407	2408	2409	2410	2411	2412	2413	2414	2415	2416	2417	2418	2419	2420	2421	2422	2423	2424	2425	2426	2427	2428	2429	2430	2431	2432	2433	2434	2435	2436	2437	2438	2439	2440	2441	2442	2443	2444	2445	2446	2447	2448	2449	2450	2451	2452	2453	2454	2455	2456	2457	2458	2459	2460	2461	2462	2463	2464	2465	2466	2467	2468	2469	2470	2471	2472	2473	2474	2475	2476	2477	2478	2479	2480	2481	2482	2483	2484	2485	2486	2487	2488	2489	2490	2491	2492	2493	2494	2495	2496	2497	2498	2499	2500	2501	2502	2503	2504	2505	2506	2507	2508	2509	2510	2511	2512	2513	2514	2515	2516	2517	2518	2519	2520	2521	2522	2523	2524	2525	2526	2527	2528	2529	2530	2531	2532	2533	2534	2535	2536	2537	2538	2539	2540	2541	2542	2543	2544	2545	2546	2547	2548	2549	2550	2551	2552	2553	2554	2555	2556	2557	2558	2559	2560	2561	2562	2563	2564	2565	2566	2567	2568	2569	2570	2571	2572	2573	2574	2575	2576	2577	2578	2579	2580	2581	2582	2583	2584	2585	2586	2587	2588	2589	2590	2591	2592	2593	2594	2595	2596	2597	2598	2599	2600	2601	2602	2603	2604	2605	2606	2607	2608	2609	2610	2611	2612	2613	2614	2615	2616	2617	2618	2619	2620	2621	2622	2623	2624	2625	2626	2627	2628	2629	2630	2631	2632	2633	2634	2635	2636	2637	2638	2639	2640	2641	2642	2643	2644	2645	2646	2647	2648	2649	2650	2651	2652	2653	2654	2655	2656	2657	2658	2659	2660	2661	2662	2663	2664	2665	2666	2667	2668	2669	2670	2671	2672	2673	2674	2675	2676	2677	2678	2679	2680	2681	2682	2683	2684	2685	2686	2687	2688	2689	2690	2691	2692	2693	2694	2695	2696	2697	2698	2699	2700	2701	2702	2703	2704	2705	2706	2707	2708	2709	2710	2711	2712	2713	2714	2715	2716	2717	2718	2719	2720	2721	2722	2723	2724	2725	2726	2727	2728	2729	2730	2731	2732	2733	2734	2735	2736	2737	2738	2739	2740	2741	2742	2743	2744	2745	2746	2747	2748	2749	2750	2751	2752	2753	2754	2755	2756	2757	2758	2759	2760	2761	2762	2763	2764	2765	2766	2767	2768	2769	2770	2771	2772	2773	2774	2775	2776	2777	2778	2779	2780	2781	2782	2783	2784	2785	2786	2787	2788	2789	2790	2791	2792	2793	2794	2795	2796	2797	2798	2799	2800	2801	2802	2803	2804	2805	2806	2807	2808	2809	2810	2811	2812	2813	2814	2815	2816	2817	2818	2819	2820	2821	2822	2823	2824	2825	2826	2827	2828	2829	2830	2831	2832	2833	2834	2835	2836	2837	2838	2839	2840	2841	2842	2843	2844	2845	2846	2847	2848	2849	2850	2851	2852	2853	2854	2855	2856	2857	2858	2859	2860	2861	2862	2863	2864	2865	2866	2867	2868	2869	2870	2871	2872	2873	2874	2875	2876	2877	2878	2879	2880	2881	2882	2883	2884	2885	2886	2887	2888	2889	2890	2891	2892	2893	2894	2895	2896	2897	2898	2899	2900	2901	2902	2903	2904	2905	2906	2907	2908	2909	2910	2911	2912	2913	2914	2915	2916	2917	2918	2919	2920	2921	2922	2923	2924	2925	2926	2927	2928	2929	2930	2931	2932	2933	2934	2935	2936	2937	2938	2939	2940	2941	2942	2943	2944	2945	2946	2947	2948	2949	2950	2951	2952	2953	2954	2955	2956	2957	2958	2959	2960	2961	2962	2963	2964	2965	2966	2967	2968	2969	2970	2971	2972	2973	2974	2975	2976	2977	2978	2979	2980	2981	2982	2983	2984	2985	2986	2987	2988	2989	2990	2991	2992	2993	2994	2995	2996	2997	2998	2999	3000
------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------

[illegible][illegible]

1. United Technologies Corporation is a major supplier of systems, subsystems, components and paints for the international automotive industry.
2. Nearly every car and truck built in Europe and the United States uses our company's products.



**SITEV 84**  
**Stand 11.5**



... ..

**BEST PEOPLE**

**Commercial Bank of America**

**Office in New York**

**IN MONACO**

**dominate in his**

**this is life**

**at the Soledad**

**THE STRONG AC**

**COMING TO NEW YORK**

**LAST JANUARY, 1970**

**BRINGS**

**To London**

**ISLAND PARADISE**

**German**

**Germany**

**new car**

**to 28 per**

**of the**

**Motor Oil**

**remains**

**West Ger**

**market has**



## BUSINESS PEOPLE

Commercial Bank of Kuwait  
To Open Office in New York

Commercial Bank of Kuwait S.A.K., one of the largest banks in Kuwait, plans to open its first overseas branch—in New York in late September.

"The United States is Kuwait's second largest trade partner and our presence in its financial center will enable us to build upon our existing trade and commercial relationship and business," said Richard Carey, general manager of the bank in Kuwait. In addition, the branch will "allow us to take advantage of an additional time zone for trading foreign exchange as well as providing us with arbitrage opportunities in domestic money-market instruments," he added.

The New York branch will be headed by Douglas Villepique, 44, who has been appointed senior vice president and chief manager.

Sperry Corp. has appointed Peter Gross to its international advisory board. He is executive vice president in charge of the commercial department of Union Bank of Switzerland in Zurich. Sperry is a New York-based maker of computers and other electronic systems.

Dow Chemical Co. has named Robert R. Bumb general manager of the Michigan Division, succeeding the late Bob G. Caldwell, who drowned in a boating accident May 13. Mr. Bumb previously was Dow Chemical Europe's production manager for the Benelux countries.

He also was chairman and managing director of Dow Chemical (Netherlands) B.V.

Bank of Montreal has appointed J.A. Farstad vice president, corporate and government banking. Based in London, he will be responsible for overseeing the development of the bank's corporate business in all of Western Europe, except Britain and West Germany. Previously, he was vice president, credit, for six months at the bank's Toronto office.

Mobil Oil Corp. of New York has named R.J. Angel manager, international planning coordination, in the marketing and refining division. Mr. Angel formerly was director of manufacturing operations for Mobil Oil Co. in London and manager of Mobil's British refinery.

Banco di Sicilia has opened a branch in Los Angeles and appointed Alessandro Lagneria branch manager.

Chemical Bank of New York has named David E. Nye managing director of its new subsidiary, Chemical Bank (Guernsey) Ltd. Formerly, Mr. Nye was London liaison for financial institutions covered by the Asia, Middle East and Africa division of the bank.

Quaker Oats Co., the U.S.-based food maker, has appointed Ronald Lagden to the new position of chairman-Europe, international

Phelan Is Named  
Chairman of NYSE

The Associated Press

NEW YORK — The New York Stock Exchange named a new chairman Thursday and announced the creation of the new position of executive vice chairman.

John J. Phelan Jr., 52, who has been president and chief operating officer of the exchange, was selected to replace William M. Battin, who is retiring as NYSE chairman. The exchange also said William M. Ellinghaus, 61, who recently retired as president of American Telephone & Telegraph Co., would take the new post of executive vice chairman of the exchange.



John J. Phelan Jr.

grocery products. Mr. Lagden, who will take up his post Oct. 1, currently is the company's president-Europe, international grocery products. He will continue to be based in Brussels.

Chase Manhattan Corp. has established a subsidiary in London to provide a seamless trade-documentation system to improve the handling of bulk-cargo bills of lading, initially for shipments to crude oil. John Stork, a vice president of Chase Manhattan Overseas Corp., has been named managing director of the new unit, SeaDocs Registry Ltd. Robert Hunter, senior vice president and Europe area execu-

tive for Chase Manhattan Bank, will be vice chairman.

British Airways has named Jim Howie to the new position of general manager for Scotland. Mr. Howie, who takes up his post next Friday, currently is marketing and logistics manager and deputy to the managing director of British Airways' charter subsidiary, British Airtrains.

Pacific Resources Inc., a Honolulu-based energy concern, has appointed Keizaburo Yamada a director. He is vice chairman of Tokyo-based Mitsubishi Corp.

— By BRENDA HAGERTY in London

## GATT Says World Trade Volume Rose 2% in '83

United Press International

GENEVA — After two years of decline, global trade rose in volume by 2 percent in 1983, the General Agreement on Tariffs and Trade reported Thursday.

But there was also a 2-percent decline in the value of world commerce to an estimated \$1.81 trillion because of the stronger U.S. dollar and declining oil prices, GATT said in its annual report.

In 1984, the report predicted, global trade is likely to rise in volume by 5 to 6 percent. But the study warned that governments still had to solve the "fundamental problems" of world debt and inflation.

"It is apparent that the resumption of growth in a number of industrial countries and some developing countries has improved the economic outlook, but only to a degree," GATT said.

"Durable solutions have yet to be found for two of the fundamental economic problems of the early 1980s — the need for an orderly resolution of the debt crisis and the need for a return to sustained non-inflationary growth in the world economy," it said.

GATT, the main framework for international trade, said unemployment "remains to be a major concern in Western Europe and throughout the developing world."

The organization reported a change in the composition of commerce, with a continuing decline in trade in mineral products due to lower petroleum exports but a rise

in agricultural and manufactured exports.

There was an 8-percent drop in output in the oil-exporting developing countries, including a 25-percent reduction in Saudi Arabia. This was balanced, however, by production increases of 5 percent in the other developing countries and of 3 percent in the industrial oil-producing nations, GATT said. Overall exports of crude fell by 8 percent to their lowest level since the late 1960s.

The output of goods and services in the industrial countries in 1983 rose by 2 percent after a decline of

0.5 percent in 1982. Growth was 3 percent in North America and Japan and 1 percent in Western Europe.

Among the non-oil developing countries, "substantially higher rates of economic growth" were reported by India and some areas of east and southeast Asia, particularly Hong Kong and South Korea.

This contrasted with the prolonged recession in Latin America, most of Africa and some Asian countries.

While Third World export earnings rose an estimated 4 percent in aggregate terms to some \$265 billion, only a few developing nations

benefited from the upswing, including Brazil, South Korea, Malaysia and Pakistan.

Third World oil-producing countries, meanwhile, saw their export receipts fall by 20 percent to less than \$180 billion, or 10 percent of world trade, GATT said.

Countries with the biggest debts — Nigeria, Venezuela and to a lesser extent, Indonesia — had to "severely curtail imports" because of reduced oil export earnings, the report said. Eastern European countries and the Soviet Union for their part increased production by an estimated 3.5 percent last year.

## World Bank Trying New Lending Technique

(Continued from Page 11) vice president for operations at the World Bank, said in an interview. "We think it could be a useful tool, and have talked about it with a lot of commercial bankers."

"In terms of a financing technique for the World Bank, it is a basic approach that we are comfortable with," said James B. Burnham, the U.S. representative on the board of the bank.

Alfredo Chiaradia, an economic specialist at the Argentine Embassy in Washington, said the approach represented a "potentially valuable contribution" to the repayment problem, but noted that his government preferred an absolute ceiling on interest rates.

The World Bank is taking its initiative against a widening recog-

nition of the susceptibility of developing countries to higher rates.

Floating-rate debt, in which rates are adjusted periodically to reflect the market, accounts for an ever-larger chunk of total debt. According to widely accepted calculations, each percentage-point increase in interest rates adds \$3.5 billion to \$4 billion a year to the debt burden.

Should the World Bank innovation be applied to all its co-financing arrangements with commercial banks, some of the sting of higher rates could be removed, analysts said.

Mr. Stern of the World Bank said the plan could also be a model in the negotiations under way between many debtor countries and lenders for a liberalization of loan

terms. In 1983 some 30 developing countries, including 5 of the 10 largest borrowers, completed or were engaged in debt-rescheduling with official or commercial bank creditors. The external debt of these countries totaled more than \$400 billion.

The World Bank plan also preserves a distinction between interest and principal that many commercial bankers consider important. Instead of accumulating the additional interest as rates rise and converting it to principal at the end of the loan — a process that banks call capitalizing interest — the additional interest would be paid within the fixed installments, with the amortization share of the fixed payment reduced. Thus, it would be principal that is deferred.

## INTERNATIONAL REAL ESTATE

**In MONACO**  
the ultimate in luxury:  
this is life  
at the Soleil d'Or.

Have the refined privilege of having at your feet the Prince's Palace, the barbour of Monaco and the Mediterranean as far as the eyes can see, by buying an apartment at the Soleil d'Or.

Please send for more details: Soleil d'Or, 7 rue Avergha, 98000 MC-MONACO, or telephone: (93) 30.63.34, Telex 479639 SOLDOR.

Ask about real estate.  
You'll hear about  
HENRY S. MILLER.

As the largest full service real estate firm in France and the southwestern U.S., we provide expertise in property acquisitions and management.

Please note specific interest in request to

**HENRY S. MILLER CO., REALTORS**  
2000 Boulevard de la République  
2001 Avenue de la République  
2002 Avenue de la République  
2003 Avenue de la République  
2004 Avenue de la République  
2005 Avenue de la République  
2006 Avenue de la République  
2007 Avenue de la République  
2008 Avenue de la République  
2009 Avenue de la République  
2010 Avenue de la République  
2011 Avenue de la République  
2012 Avenue de la République  
2013 Avenue de la République  
2014 Avenue de la République  
2015 Avenue de la République  
2016 Avenue de la République  
2017 Avenue de la République  
2018 Avenue de la République  
2019 Avenue de la République  
2020 Avenue de la République

Also residential and commercial buildings in the City of Geneva.

For sale in Switzerland:  
192 flats/apartments  
in the City of Fribourg.

Please write to  
Cipher 05-115086  
Publicitas, CH-3001 Bern.

**CLOSE TO GENEVA**  
IN THE HEART OF DIVONNE-LES-BAINS - FRANCE

The private-building company "LES ORMES" is in the process of building a quiet little thermal and tourist town, near the border, which offers you relaxation, sports and "joie de vivre": 18 holes golf-course, swimming pool, heated alpine swimming pool, beach, lake, sailing boats, rowing, yachting, fitted-out lake, port, tennis-court, fishing, hunting, forest walks, skiing, race track, casino, theatre, cinemas, chamber-music festival, night-club, balneotherapy to fight against stress and recover vitality.

A group of 7 small luxury properties on 2 or 3 floors situated on 14,000 sq.m. ground with heated swimming-pool:  
— flats from a studio to a 7 room maisonnette,  
— shops of all trades in a pedestrian area,  
— underground car park on 2 levels.

Completion date: Spring 1986.  
Prices: Firm and definitive at the time of reservation with 5% Credit: Possible.

For further, on the spot information, please contact:  
10, Grande-Rue, B.P. 33, 01220, Divonne-les-Bains, France.  
Tel.: (50) 20 25 75 and 20 10 04. Telex: 370 384.

**Forbes Lake of the Ozarks**

**OUR LAKE PARADISE AWAITS YOU**

Your own vacation land on the fabulous Lake of the Ozarks in Central Missouri. Right in the heartland of America. Away from cities, noise, pollution and the rat-race of the modern world.

Forbes Inc., publishers of Forbes Magazine, through its subsidiary, Sangre de Cristo Ranches Inc., is offering the opportunity of a lifetime for you to acquire one or more acres of our choice Missouri lakefront.

There's no better time than right now to find out if Forbes Lake of the Ozarks is the place for you. All our homesites, including lake front and lake view, will be a minimum size of one acre—ranging to over three acres. Cash prices start at \$6,000. Or more acres of this incredibly beautiful lakefront can be yours for the modest payment of \$60 per month, with easy credit terms available.

For complete information, including pictures, maps and full details on our limited money-back and exchange privileges, please write to: Forbes Europe Inc., Dept. H, P.O. Box 86, London SW11 3UT England. Obtain the Property Report required by Federal law and read it before signing anything. No Federal agency has judged the merits or value, if any, of the property. Equal Opportunity and Housing Opportunity.

**THE STRONG AGENCY**  
COMES TO LONDON

May 29, 30, 31  
AMERICAN REAL ESTATE SHOW  
Hilton International

Specializing in land investments. In 1640 settlers came from England to the Hamptons on Long Island, New York. Now, over 340 years later the Hamptons are coming to England. The Strong Agency is offering for sale the finest ocean front and bay front properties for investment in the Hamptons. We welcome the international investor.

John & Gloria Strong  
THE STRONG AGENCY  
43 Pantigo Road  
East Hampton, New York 11937  
(516) 324-4000

**THE NATIONAL WESTERN GROUP**  
Development - Investment - Asset Management

Phoenix, Arizona is one of America's most dynamic and fastest growing markets.

The National Western Group offers experienced, diversified development and investment opportunities tailored to the unique needs of the European investor.

The National Western Group is currently developing nearly 2,000,000 square feet (186,000 s.m.) of commercial office, industrial and retail properties in Phoenix.

The National Western Group will be presenting properties and information at the  
**AMERICAN REAL ESTATE SHOW**  
in London  
May 29, 30, 31, 1984  
London Hilton

**SOUTHERN SPAIN**

**MARBELLA TO BEYOND GIBRALTAR**

**GRAND ESTATES MARBELLA**  
New Puerto Banus - secluded landscaped water-garden setting.  
Pueblo houses 1, 2 & 3 bedrooms from £32,000 to £90,000.  
3 bedroom villas from £97,000.

**LOS ALTOS DE MARBELLA**  
Beautiful elevated position with views over Marbella. Spanish pueblo style houses.  
1 to 4 bedrooms, £31,000 to £62,000.

**PUERTO SOTOGRANDE**  
Views of Gibraltar & North Africa.  
Beach club, tennis, polo & golf.  
Luxury Beach Apartments & River Houses Studios to 4 bedrooms, £15,000 to £84,000.

**FINCASOL CONSTRUCTION**  
Specializes in designed-for-you villas and restoring old Spanish properties.  
Villas - prices on application.  
Village houses from £10,000.

**THE PROPERTY EXPERTS IN SOUTHERN SPAIN**  
**FINCASOL**  
4 Bridge Street  
Salisbury SP1 2LX  
Tel: 0722 26444  
UK Telex: 477517 WTS.G Spain Telex: 78192 FISO.E

**WINZEN**  
TORONTO, CANADA

**CONDOMINIUM INVESTMENT OPPORTUNITIES**  
4 YEARS GUARANTEED RETURN FROM CAN. \$40,500. DOWN

- No expenses to be paid by purchaser
- Varied, attractive purchase plans
- Up to 10% net guaranteed return over a four year period
- Price range — from CAN.\$81,000. to CAN.\$127,000
- Apartment sizes from 1,198 sq.ft. (111 m²) to 2,010 sq.ft. (187 m²)
- 2, 3, 4 bedrooms, multi level

In addition, purchaser benefits from the following:

- Constant appreciation in value
- Desirable location within Toronto; one of the best cities to invest in, throughout North America
- Modern conveniences and recreation facilities
- Fully rented, professional property management services

**WINZEN CORPORATION LIMITED**  
Attn: Marketing Manager, 57 St. George Street, Suite 700  
Toronto, Ontario, Canada M5E 1J5  
Tel: (416) 863-0071 Telex 06524301

\* Winzen offers comprehensive services to potential immigrating entrepreneurs.

**North Carolina**

**Exceptional 504,400 sq. ft. modern one-story building complex on 241 acres. High ceilings. Excellent Port access.**

**BINSWANGER**  
1945 Walnut St., Philadelphia, PA 19103 • 215-448-0000  
New York, NY • Chicago, IL • Dallas, TX • Denver, CO  
Houston, TX • Miami, FL • Minneapolis, MN • Portland, ME  
Raleigh, NC • San Francisco, CA • Seattle, WA • St. Louis, MO  
Tampa, FL • Washington, DC • Wichita, KS

**SOUTHEAST ARIZONA**

**FRUIT AND VEGETABLE COLD STORAGE AND PACKING PLANT**

Modern facility, 25,000 sq.ft. under roof on 5 acres. Executive type offices in 2,500 sq.ft. Seven large truck loading ramps. 8 foot overhead security fencing. Property borders Southern Pacific Mainline Railroad. Ideally located on U.S. Interstate I-10 within City limits. The only cold storage & packing plant within 100 miles serving over 6,000 acres of apple orchards, variety of vegetable farmers, lettuce & green bell peppers processing in excess of 10,000,000 boxes. New owners can obtain financing through STATE INDUSTRIAL DEVELOPMENT BONDS, low interest rates, or COMMUNITY DEVELOPMENT BLOCK GRANT MONIES. Fantastic future.

Price: \$1,400,000. From Walker, Realtor, will explain the facts about this property at the LONDON HAMMOTT HOTEL, GROSVENOR SQUARE, LONDON W1A 4AAW, ENGLAND - Tel: 01-499-1232. From May 25 to June 4, 1984, or contact: Rolling Hills Realty, Inc., or write: P.O. Box 280, Wilcox, Arizona 85644. We also have many other excellent properties in Phoenix and Scottsdale, Arizona.

**INTERNATIONAL HERALD TRIBUNE'S FEATURE: RESIDENTIAL PROPERTIES**  
on the FRENCH RIVIERA, PROVENCE REGION LANGUEDOC-ROUSSILLON & CORSICA  
WILL BE PUBLISHED ON FRIDAY, JUNE 8  
To place an advertisement contact our office in your country (listed in Classified Section) on:  
Max Ferrero, International Herald Tribune,  
181 Ave. Charles-de-Gaulle, 92521 Neuilly Cedex, France.  
Tel.: 747.12.65. Telex: 613595.

**R.H. Sanbar Projects, Inc.**  
NEW YORK-LONDON

**Brings**

**Dag Hammarskjöld Tower**  
A New 43-Story Condominium, New York City

**To London**

May 29, 30, 31, 1984  
AMERICAN REAL ESTATE SHOW  
Hilton International, London

**ISLAND PARADISE**  
Keauhou-Kona, Hawaii

Overlooking the azure Pacific Ocean in a secluded paradise of flowers, fruit and ferns, this exquisite property enjoys 6 magnificent acres. Entered through an electric gate, the architect-designed contemporary offers skylights, wide glass sliders, 2 terraces, 22-ft. high ceilings and a ground floor-to-ceiling lava rock fireplace. Located in a prestigious, fast-growing, resort area where sophisticated dining and night life, deep sea fishing, golf, tennis and luxuriously sandy beaches offer a tempting variety of choices to an already luxurious lifestyle. Brochure R11-657491. \$500,000.

**Previews inc.**  
"The First Name in Fine Real Estate"

735 Bishop St. Honolulu, HI 96813 (808) 523-1188.

**BROKERS / INVESTORS**

**ON MAY 29, 30, 31 YOU'LL BE ABLE TO WALK TO AMERICA FROM LONDON**

Meet 25 of America's finest developers and brokers with prime properties — \$20,000 to \$20,000,000. For directory: Ken Miller, Miller Marketing Network, 5 East 57 Street, New York, NY 10022 USA, (212) 759-1060 Telex: 704099

Hilton International, Park Lane 11 AM-8 PM. Free Admission

**AMERICAN REAL ESTATE SHOW LONDON '84**

**LAST MINUTE CANCELLATIONS**

No. 1: Accommodates 6. Fully furnished, maid service, full security, pool, in elegant Cotswold close Hancock Park. Car available June thru August \$3,500 per week.

No. 2: Accommodates 12. 4 bedrooms, 3 baths, sauna, family area. Romantic lakeside mountain community. Just 90 minutes to all games. June thru August \$4,000 per week.

Write or call for brochure and terms.

**Adams Agency,**  
17003 Ventura BL., Encino, CA 91316. 818-990-6013.

**FRENCH RIVIERA**

Wide selection of rentals per week, per month or longer

Apartments, from studio to 5 rooms, luxuriously equipped

**MARINA BAIE DES ANGES**

SICI VENTES, BP 37  
06270 VILLENEUVE-LOUBET, FRANCE  
Tel.: (93) 20 01 60 - Telex: 470 679 F

**For sale — Death causes**

**RUNNING RANCH 1,500 hectares in Paraguay**  
South America's SAFER and FASTER growing country

22 kilometers from Brazilian border, all fenced, totally equipped, brand new main house completely furnished, new staff houses - 700 heads of cattle, tractors, artificial pastures, several creeks, landing oil strip - carrying up to 4,000 heads.

Price U.S.\$4925,000

For more details and photos, please contact:

- Ranches Management & Consultants P.O. Box 887, Asuncion, Paraguay
- Mr. Laffitte - SAFA - 28 Ave. Léonine 93380 Pierrefitte, France. Tel.: (1) 826-53.02











